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# A Guide for U.S. Exporters of Fresh and Processed Fruits and Vegetables to Japan



## Foreword

Interest among U.S. exporters in selling agricultural products to Japan has grown significantly in recent years. In 1978, Japan—the largest single-country market for U.S. agricultural products—imported nearly \$4.4 billion, compared with \$1.2 billion in 1970. U.S. exports of fresh and processed fruits and vegetables to Japan alone amounted to nearly \$327 million in 1978. Success in the Japanese market is predicated upon complete, reliable market information in order to undertake effective market development activities. This guide—the second of a planned series—is an attempt to broaden the information base for new-to-market exporters as well as U.S. exporters currently exporting fruit and vegetable products to this important, expanding market.

This guide contains the latest information available at the time of printing. It is important to note that it does not constitute a legal document. Since Japanese tariffs, plant quarantine regulations, and food laws are subject to change, it is recommended that U.S. exporters confirm this information with this office or the Office of the U.S. Agricultural Counselor in Tokyo.

The author wishes to express his appreciation to the U.S. Agricultural Counselor and his staff for their excellent cooperation in the collection of the information in this guide, particularly Assistant Agricultural Attaché W. John Child, Agricultural Specialist Kuniharu Kiyomiya, and Marketing Advisor Kunio Uyeno.

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# A Guide For U.S. Exporters of Fresh and Processed Fruits and Vegetables to Japan

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Japan is the largest single-country market for U.S. agricultural products. In 1978, the United States exported a record \$4.4 billion worth of agricultural products to Japan. This represented approximately 15 percent of the \$30 billion in U.S. agricultural products exported to all countries in that year. Of the record exports to Japan in 1978, U.S. exports of fresh and processed fruits and vegetables amounted to nearly \$327 million.

On a value basis, the nine leading U.S. fruit and vegetable items exported to Japan in 1978 (in millions of dollars) were: Lemons and limes, \$67.8; grapefruit, \$36.2; shelled almonds, \$33; raisins, \$21.9; oranges, \$20.9; onions, \$13.3; potato flakes and granules, \$12; canned peaches, \$11.1; and frozen french fries, \$8.4.

Excellent marketing opportunities exist today to expand U.S. exports of fresh and processed fruits and vegetables to Japan, despite the numerous import requirements, complex distribution system, high cost of promotion, import quotas on certain items, and food and health regulations. Prospects for U.S. processed food items such as french fries and canned corn improve steadily because of the gradual shift of the Japanese diet toward Western foods. The development of the fast food industry has greatly contributed to this change. Further access to the market has risen recently because of the lower duties negotiated in the Tokyo Round of the Multilateral Trade Negotiations and increases in the import quotas on certain items.

Through the joint efforts of U.S. agricultural industries and the U.S. Government, barriers to increased access are being overcome. In addition to improving market access, U.S. Government agencies, including the Foreign Agricultural Service, will continue to provide support for U.S. industries to undertake market development activities in Japan. With this cooperation, U.S. exporters may take advantage of expanding market opportunities.

This guide is intended to provide U.S. exporters of fresh and processed fruits and vegetables with the following basic market information:

- General economic information on the country, such as domestic production of certain items, household expenditures for fruits and vegetables, and wholesale prices;
- Plant quarantine restrictions, tariffs, import quotas, imports of selected items in the period 1973-78, U.S. market shares, and normal import seasons for various fresh items;
- Japanese laws affecting the importation of fresh and processed items;
- Description of the Japanese distribution system;
- Japanese importers, associations, and trading companies;
- Agencies of the U.S. Government that can provide assistance.

# JAPAN: A Market Profile

## People

Population: 115 million (1978).

Labor force: 55.3 million (1978).

Annual growth rate: 1 percent.

Density: 306 people per square kilometer (793 per square mile).

Life expectancy: Male—71.8 years; female—77.0 years.

Distribution: About 45 percent of the total population is concentrated in the major metropolitan areas of Tokyo, Osaka, and Nagoya.

Major cities: Tokyo (capital, population 8.5 million); Yokohama (2.7 million); Osaka (2.7 million); Nagoya (2.1 million); Kyoto (1.5 million); Kobe (1.4 million); Sapporo (1.3 million).

## Geography

Total area: 37.7 million hectares (90.5 million acres).

Cultivated area: 5.5 million hectares (13.2 million acres).

## Economy

Gross National Product (GNP): \$941 billion (1978).

GNP at constant 1970 prices: \$510 billion (1978).

Per capita GNP: \$8,162 (1978).

Unemployment rate: 2.3 percent (1978).

Exchange rate (yen per dollar): Yen 217 (July 1979)  
Yen 217 (1978 average)  
Yen 270.5 (1977 average).

Annual growth rate: 5.7 percent (1978)

Expenditures on food as a percent of disposable income:

Farm households, 14.5 (JFY\* 1977)

Nonfarm households, 22.6 (JFY\* 1977)

\*Japanese fiscal year (April 1–March 31.)

## Agriculture

Average farm size: 0.9 hectare (about 2.25 acres).

Major products: Rice, vegetables, fruit, meat, milk, and natural silk.

## Foreign Trade

Total agricultural imports: \$12.6 billion (1977).

Total fruit and vegetable imports: \$933.3 million (1977).

Total fruit and vegetable imports from the United States: \$257.5 million (1977).

U.S. agricultural exports to Japan: \$4.4 billion (1978).

U.S. fruit and vegetable exports to Japan: \$326.3 million (1978).

Leading U.S. fruit and vegetable exports to Japan (1978) (in millions of dollars)

Lemons and limes . . . . .	\$67.8
Grapefruit . . . . .	\$36.2
Shelled Almonds . . . . .	\$33.0
Raisins . . . . .	\$21.9
Oranges . . . . .	\$20.9
Onions . . . . .	\$13.3
Potato flakes and granules . . . . .	\$12.0
Canned peaches . . . . .	\$11.1
Frozen french fries . . . . .	\$ 8.4

Major Competitors: Fresh fruit and vegetables—Taiwan, New Zealand; canned fruits and vegetables—South Africa, Australia, Taiwan, Philippines.

In 1978, U.S. farm exports to Japan accounted for about 15 percent of total U.S. agricultural exports.

Japan purchases about one-third of its food and fiber needs from the United States.

Japanese agricultural exports to the United States are less than 1 percent of its total exports to the United States.

According to the Japanese Ministry of Agriculture, Forestry and Fisheries (MAFF) statistics, Japan imported about 55 percent of its caloric intake of food in 1976, compared with 22 percent in 1960.

## Trade Policy

The Japanese import structure includes ad valorem and specific duties, import quotas on certain fruit and vegetable items, and an import licensing system. Duties on imports of fruit and vegetable items range from 5 percent to 55 percent ad valorem, depending on the product and import period. Import quotas, a major market access problem for U.S. exporters and other foreign exporters, are placed on oranges, tomato products, canned pineapple, most juices, and certain pulps and pastes. Import permits, which are issued by authorized Japanese foreign exchange banks, must be obtained by a Japanese importer prior to shipment. If the item to be imported is under an import quota, the importer must also obtain an import quota certificate from the Ministry of International Trade and Industry.

Under the Japanese import structure, the Government strictly enforces a plant quarantine law to prevent foreign plant diseases and injurious insects from entering the country. Likewise, the Government strictly enforces food and health laws to protect the health of the people and to insure safe foods. The above laws, apparently intended to protect the public health and environment, frequently also serve as severe barriers to trade. It is generally believed among exporters that these laws are mainly devices to restrict trade in an effort to protect domestic industries.

As a result of the Tokyo Round of the Multilateral Trade Negotiations, the Government agreed to lower duties on certain fruit and vegetable items, to increase import quotas on certain fruits and juices, and to establish certain codes to facilitate the conduct of international trade. For further information on the proposed duty changes, see page 26. At the time of printing, the final version of the duty reduction was still pending ratification by the Government of Japan.

## Outlook

Excellent marketing opportunities exist in Japan today to increase U.S. exports of fresh and processed fruits and vegetables. Japanese importers and trading companies are seeking to buy a wide variety of processed foods and fresh items to satisfy growing demand. Development of the fast food industry has contributed greatly to this demand for processed foods, such as french fries, canned corn, frozen corn on the cob, and other frozen vegetables.

In addition to the impact made by the fast food industry, U.S. exporters may benefit from the lower tariffs on certain items that were negotiated through the Tokyo Round; for example, the duty on canned sweet corn will be lowered from 35 percent to 17.5 percent. Further, the import quotas on citrus will be substantially increased.

Japanese consumers recognize the importance of fresh fruits and vegetables in their diet. Although the demand for fresh items has increased, numerous barriers such as import quotas and strict plant quarantine regulations hinder expansion of the market. Food and health regulations restrict imports of processed foods. Some progress is being made to remove these barriers.

U.S. exporters should be aware that competition for the lucrative Japanese market will increase. U.S. exporters should make every effort to understand the complex Japanese marketing system in order to take advantage of this important market.

**U.S. Exports of Selected Fresh and Processed Fruits and Vegetables and Their Preparations to Japan  
Calendar 1977 and 1978**

Commodity	Quantity		Value	
	1977	1978	1977	1978
Fruit, fresh:			<i>Metric tons</i>	<i>1,000 dollars</i>
Avocados . . . . .	( <sup>1</sup> )	541	( <sup>1</sup> )	876
Blueberries . . . . .	( <sup>1</sup> )	38	( <sup>1</sup> )	89
Cherries . . . . .	49	( <sup>2</sup> )	55	( <sup>2</sup> )
Cherries, sweet . . . . .	( <sup>1</sup> )	761	( <sup>1</sup> )	1,441
Cherries, tart . . . . .	( <sup>1</sup> )	119	( <sup>1</sup> )	167
Grapefruit . . . . .	148,992	131,963	35,501	36,227
Grapes . . . . .	891	2,692	826	2,224
Lemons . . . . .	104,823	120,239	40,882	67,680
Limes . . . . .	81	445	39	101
Oranges . . . . .	22,257	45,235	7,415	20,962
Strawberries . . . . .	187	897	188	1,648
Tangerines . . . . .	733	3,611	224	1,318
Temple oranges . . . . .	( <sup>1</sup> )	305,030	( <sup>1</sup> )	131
Canned fruit:				
Apricot . . . . .	93	176	94	285
Berries . . . . .	( <sup>1</sup> )	142	( <sup>1</sup> )	181
Cherries, excl. maraschino . . . . .	404	( <sup>2</sup> )	395	( <sup>2</sup> )
Cherry, sweet . . . . .	( <sup>1</sup> )	442	( <sup>1</sup> )	700
Cherry, tart . . . . .	( <sup>1</sup> )	157	( <sup>1</sup> )	276
Fruit cocktail . . . . .	2,233	3,274	1,539	2,589
Grapefruit . . . . .	136	320	122	229
Peaches . . . . .	12,239	20,384	6,474	11,115
Pears . . . . .	66	57	62	57
Pineapples . . . . .	205	499	206	419
Dried fruit:				
Apricots . . . . .	71	281	195	985
Prunes . . . . .	940	2,486	882	2,806
Raisins . . . . .	7,259	15,978	9,509	21,867
Frozen fruit:				
Berries . . . . .	1,075	( <sup>2</sup> )	1,133	( <sup>2</sup> )
Blueberries . . . . .	( <sup>1</sup> )	3	( <sup>1</sup> )	5
Cherries . . . . .	46	( <sup>2</sup> )	56	( <sup>2</sup> )
Cherries, sweet . . . . .	( <sup>1</sup> )	116	( <sup>1</sup> )	191
Cherries, tart . . . . .	( <sup>1</sup> )	21	( <sup>1</sup> )	29
Fruit, nec <sup>3</sup> . . . . .	155	( <sup>2</sup> )	132	( <sup>2</sup> )
Strawberries . . . . .	( <sup>1</sup> )	1,740	( <sup>1</sup> )	1,357
Fresh vegetables:				
Asparagus . . . . .	4	67	12	161
Beans . . . . .	136	687	58	299
Celery . . . . .	112	113	44	83
Garlic . . . . .	668	818	835	859
Lettuce . . . . .	138	121	93	89
Onions . . . . .	7,509	54,882	1,536	13,254
Sweet corn . . . . .	( <sup>1</sup> )	226	( <sup>1</sup> )	122
Vegetables, nec . . . . .	250	( <sup>2</sup> )	164	( <sup>2</sup> )
Canned vegetables:				
Asparagus . . . . .	25	54	56	95
Beans . . . . .	200	244	113	187

See footnotes at end of table.

**U.S. Exports of Selected Fresh and Processed Fruits and Vegetables and Their Preparations to Japan  
Calendar 1977 and 1978—Continued**

Commodity	Quantity		Value	
	1977	1978	1977	1978
Canned vegetables cont'd			<i>Metric tons</i>	<i>1,000 dollars</i>
Catsup and chili sauce . . . . .	516	899	420	733
Corn . . . . .	4,156	6,122	2,065	3,398
Peas . . . . .	33	72	26	36
Tomato puree and concentrate . . . . .	578	( <sup>2</sup> )	397	( <sup>2</sup> )
Tomato paste . . . . .	( <sup>1</sup> )	863	( <sup>1</sup> )	716
Tomato puree . . . . .	( <sup>1</sup> )	169	( <sup>1</sup> )	129
Tomato sauce . . . . .	138	292	95	292
Tomatoes, nec. . . . .	33	210	28	128
Dried vegetables:				
Garlic . . . . .	( <sup>1</sup> )	944	( <sup>1</sup> )	2,230
Onions . . . . .	( <sup>1</sup> )	1,737	( <sup>1</sup> )	2,982
Dehydrated potatoes:				
Flakes and granules . . . . .	8,494	( <sup>2</sup> )	5,304	( <sup>2</sup> )
Flakes . . . . .	( <sup>1</sup> )	15,552	( <sup>1</sup> )	8,315
Granules . . . . .	( <sup>1</sup> )	5,331	( <sup>1</sup> )	3,771
Other dehydrated potatoes . . . . .	5,031	8,228	2,945	5,019
Vegetables reduced to flour . . . . .	( <sup>1</sup> )	335	( <sup>1</sup> )	865
Frozen vegetables:				
Frozen vegetables . . . . .	27,875	( <sup>2</sup> )	14,853	( <sup>2</sup> )
Carrots . . . . .	( <sup>1</sup> )	2,859	( <sup>1</sup> )	1,135
Peas . . . . .	( <sup>1</sup> )	7,057	( <sup>1</sup> )	3,587
Potatoes:				
French fries . . . . .	( <sup>1</sup> )	14,694	( <sup>1</sup> )	8,426
Other frozen potatoes . . . . .	( <sup>1</sup> )	2,069	( <sup>1</sup> )	1,140
Sweet corn . . . . .	( <sup>1</sup> )	13,414	( <sup>1</sup> )	7,602
Vegetables, nec. . . . .	( <sup>1</sup> )	6,372	( <sup>1</sup> )	3,446
Juices:				
Grape juice:				
Single strength . . . . .	( <sup>4</sup> )	( <sup>4</sup> )	( <sup>1</sup> )	14
Hot pack concentrate . . . . .			( <sup>1</sup> )	1,630
Frozen concentrate . . . . .			( <sup>1</sup> )	29
Grapefruit juice:				
Single strength . . . . .	( <sup>4</sup> )	( <sup>4</sup> )	130	229
Hot pack concentrate . . . . .			106	87
Frozen concentrate . . . . .			637	1,318
Orange juice:				
Single strength . . . . .	( <sup>4</sup> )	( <sup>4</sup> )	244	296
Hot pack concentrate . . . . .			579	464
Frozen concentrate . . . . .			805	1,067
Other citrus juices, mixed:				
Single strength . . . . .	( <sup>4</sup> )	( <sup>4</sup> )	65	240
Hot pack concentrate . . . . .			( <sup>1</sup> )	344
Frozen concentrate . . . . .			( <sup>1</sup> )	1,376
Other fruit juices:				
Single strength . . . . .	( <sup>4</sup> )	( <sup>4</sup> )	75	229
Hot pack concentrate . . . . .			1,411	433
Frozen concentrate . . . . .			2,050	431
Pineapple juice:				
Single strength . . . . .	( <sup>4</sup> )	( <sup>4</sup> )	21	18
Hot pack concentrate . . . . .			1	—
Tomato juice . . . . .	( <sup>4</sup> )	( <sup>4</sup> )	171	1,666

**U.S. Exports of Selected Fresh and Processed Fruits and Vegetables and Their Preparations to Japan  
Calendar 1977 and 1978—Continued**

Commodity	Unit	Quantity		Value	
		1977	1978	1977	1978
Nuts:				1,000 dollars	1,000 dollars
Almonds, not shelled or toasted . . . . .	MT	339	311	815	902
Almonds, shelled, not blanched . . . . .	MT	10,408	11,518	23,047	32,964
Almonds, prepared or preserved . . . . .	MT	( <sup>1</sup> )	112	( <sup>1</sup> )	341
Mixture of 2 or more edible nuts . . . . .	MT	( <sup>1</sup> )	282	( <sup>1</sup> )	977
Walnuts, shelled, not blanched . . . . .	MT	274	433	601	1,580
Wine:					
Wine and must of grape . . . . .	Liter	424,393	( <sup>2</sup> )	499	( <sup>2</sup> )
Wine, still, less than 14% . . . . .	Liter	( <sup>1</sup> )	413,302	( <sup>1</sup> )	756
Wines, grape, nec. . . . .	Liter	( <sup>1</sup> )	157,843	( <sup>1</sup> )	194
Miscellaneous products:					
Cut flowers and bulbs . . . . .	( <sup>5</sup> )	( <sup>5</sup> )	( <sup>5</sup> )	507	( <sup>2</sup> )
Cut flowers . . . . .	( <sup>5</sup> )	( <sup>5</sup> )	( <sup>5</sup> )	( <sup>1</sup> )	398
Jams, jellies, marmalades . . . . .	MT	568,873	934,500	778	1,280
U.S. exports of horticultural products to Japan . . . . .	( <sup>5</sup> )	( <sup>5</sup> )	( <sup>5</sup> )	186,674	326,317
Total U.S. exports to Japan . . . . .	—	—	—	3,857,000	4,435,000

<sup>1</sup> Not separately classified.

<sup>2</sup> Separately classified beginning January 1, 1979.

<sup>3</sup> Not elsewhere classified.

<sup>4</sup> Not available. Effective January 1978, the U.S. export trade classification for juices was changed to express export statistics of concentrated juices in natural juice (single-strength) equivalents. However, some customs ports inadvertently continued to report exports in terms of actual gallons, i.e., without any conversion to a single-strength basis. The Bureau of the Census was not able to rectify the situation completely until January of 1979. Therefore, the quantities for 1977 and 1978 are not shown.

<sup>5</sup> Quantity and unit are not given.

Source: U.S. Department of Commerce, Bureau of Census.

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Commodity Programs, FAS, USDA

**Japan: Per Capita Daily Caloric, Protein, and Fat Intake, Total and Selected Foods JFY 1960, 1965, 1970, 1974-77<sup>1</sup>**

	1960	1965	1970	1974	1975	1976	1977
<i>Calories</i>							
Rice . . . . .	1,106	1,076	914	863	844	829	802
Wheat . . . . .	251	282	299	302	305	308	309
Potatoes . . . . .	82	54	39	38	39	40	42
Fruit and vegetables . . . . .	113	128	147	146	145	143	148
Animal food <sup>2</sup> . . . . .	90	164	228	253	257	266	281
Fish . . . . .	87	90	91	100	103	105	101
Fats and oils . . . . .	105	161	229	277	277	283	289
Others . . . . .	456	456	531	510	496	509	518
Total . . . . .	2,290	2,411	2,478	2,489	2,466	2,483	2,490
<i>Grams</i>							
Protein total . . . . .	70	74	76	79	79	80	80
Fat total . . . . .	29	40	52	59	60	62	63

<sup>1</sup> Japanese fiscal year (April 1-March 31.)    <sup>2</sup> Includes poultry meat, eggs, and dairy products.

Source: *Food Balance Sheets*, Japanese Ministry of Agriculture, Forestry and Fisheries. Prepared by the Office of the Agricultural Counselor, Tokyo.

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Commodity Programs, FAS, USDA

Japan: Self-Sufficiency Rates for Selected Agricultural Commodities-JFY 1960, 1965, 1970, 1975-77<sup>1</sup>

Commodity	1960	1965	1970	1975	1976	1977
<i>Percent</i>						
Rice . . . . .	102	95	106	110	100	114
Wheat . . . . .	39	28	9	4	4	4
Soybeans . . . . .	28	11	4	4	3	3
Feedgrains . . . . .	63	21	6	2	2	2
Beef . . . . .	96	95	90	81	69	75
Pork . . . . .	96	100	98	86	86	87
Eggs . . . . .	101	100	97	97	97	97
Fruit . . . . .	100	90	84	84	82	84
Vegetables . . . . .	100	100	99	99	98	98
Milk & milk products . . . . .	89	86	89	82	85	87
Cotton . . . . .	0	0	0	0	0	0
<i>Calories</i>						
All foods . . . . .	78	62	51	47	45	47

<sup>1</sup> Calculation formula: production/domestic demand. Japanese fiscal year (April 1-March 31).

Source: *Food Balance Sheets*, Japanese Ministry of Agriculture, Forestry and Fisheries. Prepared by Office of the Agricultural Counselor, Tokyo.

August 1979

Commodity Programs, FAS, USDA

Japan: Agricultural Production and Value of Fruits and Vegetables and Total GAP<sup>1</sup>  
Av. 1961-65, 1966-70; 1973-77

Item	1961-65 Average	1966-70 Average	1973	1974	1975	1976	1977 <sup>2</sup>
Fruits . . . . .	<i>Mil. dol.</i> 472	<i>Mil. dol.</i> 843	<i>Mil. dol.</i> 1,744	<i>Mil. dol.</i> 1,996	<i>Mil. dol.</i> 2,178	<i>Mil. dol.</i> 2,455	<i>Mil. dol.</i> 2,598
Vegetables . . . . .	<i>Mil. dol.</i> 753	<i>Mil. dol.</i> 1,590	<i>Mil. dol.</i> 3,966	<i>Mil. dol.</i> 4,361	<i>Mil. dol.</i> 4,945	<i>Mil. dol.</i> 5,172	<i>Mil. dol.</i> 5,510
Total . . . . .	1,225	2,433	5,710	6,357	7,123	7,627	8,108
GAP Total . . . . .	6,693	11,914	22,323	26,177	30,507	31,295	37,005
Fruits & Vegetables as a share of GAP . . . . .	<i>Percent</i> 18.3	<i>Percent</i> 20.4	<i>Percent</i> 25.6	<i>Percent</i> 24.3	<i>Percent</i> 23.3	<i>Percent</i> 24.4	<i>Percent</i> 21.9
GNP . . . . .	<i>Mil. dol.</i> 69,817	<i>Mil. dol.</i> 145,761	<i>Mil. dol.</i> 413,038	<i>Mil. dol.</i> 462,551	<i>Mil. dol.</i> 501,510	<i>Mil. dol.</i> 563,281	<i>Mil. dol.</i> 688,838
GAP as share of GNP . . . . .	<i>Percent</i> 10.0	<i>Percent</i> 8.1	<i>Percent</i> 5.4	<i>Percent</i> 5.6	<i>Percent</i> 6.1	<i>Percent</i> 5.6	<i>Percent</i> 5.4

<sup>1</sup> Gross Agricultural Product (GAP).      <sup>2</sup> Preliminary estimates.

Source: Statistics and Information Department, Ministry of Agriculture, Forestry and Fisheries. Prepared by the Office of the Agricultural Counselor, Tokyo.

August 1979

Commodity Programs, FAS, USDA

**Japan: Production of Selected Fruits and Vegetables, 1976-78**  
 [In 1,000 metric tons]

Item	1976	1977	1978 <sup>1</sup>
<b>Fruits:</b>			
Mikan oranges . . . . .	3,088.0	3,539.0	3,001.0
Summer oranges . . . . .	350.7	273.4	337.1
Navel oranges . . . . .	15.2	15.4	16.0
Other oranges . . . . .	198.2	228.3	235.0
Apples . . . . .	879.4	958.8	903.6
Grapes . . . . .	303.0	326.5	340.1
Pears . . . . .	506.5	518.3	545.4
Peaches . . . . .	267.1	273.2	295.1
Cherries . . . . .	17.1	16.3	15.7
Loquats . . . . .	16.7	6.6	13.7
Persimmons . . . . .	264.1	275.4	270.0
Japanese apricots . . . . .	57.0	67.8	63.1
Pineapples . . . . .	59.1	37.1	50.0
<b>Vegetables:</b>			
Cucumbers . . . . .	990.0	1,068.0	1,050.0
Pumpkins and squash . . . . .	230.1	264.6	260.0
Eggplants . . . . .	623.5	658.0	650.0
Tomatoes . . . . .	898.7	974.2	1,000.0
Cabbage . . . . .	1,451.0	1,532.0	1,500.0
Spinach . . . . .	329.4	351.7	350.0
White potatoes . . . . .	3,742.0	3,520.0	3,300.0
Sweet potatoes . . . . .	1,279.0	1,431.0	1,371.0
Onions . . . . .	1,123.0	1,120.0	1,080.0
Green onions . . . . .	537.1	555.6	555.0
Japanese radishes . . . . .	2,662.0	2,758.0	2,700.0
Carrots . . . . .	525.7	585.0	550.0
Green peppers . . . . .	142.2	158.6	160.0
Cauliflower . . . . .	75.1	88.5	90.0
Lettuce . . . . .	279.4	322.8	350.0
Celery . . . . .	36.4	38.3	40.0
Watermelon . . . . .	1,114.0	1,154.0	1,100.0
Strawberries . . . . .	164.7	176.1	183.0

<sup>1</sup> Preliminary.

Source: Ministry of Agriculture, Forestry and Fisheries. Prepared by the Office of the Agricultural Counselor, Tokyo.

August 1979

Commodity Programs, FAS, USDA

**Japan: Production of Concentrated Fruit Juices<sup>1</sup>, 1973-78**  
 [In metric tons]

Item	1973	1974	1975	1976	1977	1978 <sup>2</sup>
Mikan oranges . . . . .	34,751	31,227	48,644	50,830	70,498	55,000
Summer oranges . . . . .	3,404	3,884	3,276	3,591	3,439	3,500
Apples . . . . .	6,429	7,666	15,409	12,151	16,883	12,000
Grapes . . . . .	1,007	1,288	627	1,041	1,103	1,100

<sup>1</sup> Based on 5:1 concentrate basis.    <sup>2</sup> Forecast.

Source: Japanese Ministry of Agriculture, Forestry and Fisheries. Prepared by the Office of the Agricultural Counselor, Tokyo.

August 1979

Commodity Programs, FAS, USDA

**Japan: Household Expenditures for Fresh Fruits by Income, 1977<sup>1</sup>**

Item	Unit	Average of all households	Yearly income quintile groups				
			Under \$7,408	\$7,408- 9,906	\$9,906- 12,605	\$12,605- 16,634	Over \$16,634
Fruit, Total . . . . .	Expenditure (\$)	156	117	136	153	175	200
	Quantity (kg) <sup>2</sup>	174	136	157	175	193	208
Mikan . . . . .	Expenditure (\$)	37	29	33	37	41	44
	Quantity (kg)	64	52	59	66	72	73
Lemons . . . . .	Expenditure (\$)	2	2	2	2	3	4
	Quantity (kg)	2	1	1	2	2	2
Apples . . . . .	Expenditure (\$)	21	16	18	20	23	26
	Quantity (kg)	19	15	17	20	21	23
Grapes . . . . .	Expenditure (\$)	12	9	11	12	14	15
	Quantity (kg)	5	4	5	5	6	6
Watermelons . . . . .	Expenditure (\$)	11	9	10	11	12	14
	Quantity (kg)	19	15	17	19	19	22
Peaches . . . . .	Expenditure (\$)	5	3	4	5	5	7
	Quantity	3	2	3	3	4	4

<sup>1</sup> Income figures for 1977 are based on an average exchange rate of 270.53 yen to the dollar. Expenditures are rounded to the nearest dollar. <sup>2</sup> One kilogram equals 2.204 pounds.

Source: Bureau of Statistics, Office of the Prime Minister. Prepared by the Office of the Agricultural Counselor, Tokyo.

August 1979

Commodity Programs, FAS, USDA

**Japan: Household Expenditures for Fresh Vegetables by Income, 1977<sup>1</sup>**

Item	Unit	Average of all households	Yearly income quintile groups				
			Under \$7,408	\$7,408- 9,906	\$9,906- 12,605	\$12,605- 16,634	Over \$16,634
Vegetables, Total . . . . .	Expenditure (\$)	213	171	193	206	230	265
	Quantity (kg)	259	215	233	253	279	312
Cabbage . . . . .	Expenditure (\$)	11	9	10	11	11	13
	Quantity (kg)	24	21	22	24	26	29
Lettuce . . . . .	Expenditure (\$)	6	4	6	6	7	9
	Quantity (kg)	5	4	5	5	6	7
White potatoes . . . . .	Expenditure (\$)	9	8	9	9	10	11
	Quantity (kg)	18	16	17	18	19	22
Onions . . . . .	Expenditure (\$)	11	9	10	11	11	13
	Quantity (kg)	21	17	20	21	22	25
Tomatoes . . . . .	Expenditure (\$)	15	12	13	14	17	18
	Quantity (kg)	16	13	14	15	18	19
Cucumbers . . . . .	Expenditure (\$)	19	19	17	18	20	23
	Quantity (kg)	21	17	19	20	23	26

<sup>1</sup> Income figures for 1977 are based on an average exchange rate of 270.53 yen to the dollar. Expenditures are rounded to the nearest dollar.

Source: Bureau of Statistics, Office of the Prime Minister. Prepared by the Office of the Agricultural Counselor, Tokyo.

August 1979

Commodity Programs, FAS, USDA

Japan: National Average Wholesale Prices of Selected Fruits and Vegetables, 1975-77

[Cents per pound]<sup>1</sup>

Item	1975	1976	1977 <sup>2</sup>
Fruits:			
Mikan oranges . . . . .	13.6	15.1	17.5
Navel oranges . . . . .	33.1	36.4	45.2
Apples (Delicious) . . . . .	26.4	27.5	30.9
Pears . . . . .	25.3	24.2	27.7
Grapes (Delaware) . . . . .	64.3	66.6	75.1
Peaches . . . . .	32.6	37.2	44.7
Cherries . . . . .	112.3	136.0	175.1
Strawberries . . . . .	96.7	102.8	122.3
Watermelon . . . . .	11.5	11.6	14.6
Bananas (imported) . . . . .	19.3	20.5	22.3
Pineapples (imported) . . . . .	21.0	21.0	23.5
Lemons (imported) . . . . .	51.8	33.7	33.8
Grapefruit (imported) . . . . .	26.0	29.2	27.7
Oranges (imported) . . . . .	57.0	58.2	79.8
Vegetables:			
Carrots . . . . .	15.6	14.2	14.1
Cabbage . . . . .	6.6	10.7	10.1
Spinach . . . . .	23.4	27.7	27.7
Green onions . . . . .	19.2	20.0	26.9
Eggplants . . . . .	22.4	26.5	27.9
Tomatoes. . . . .	23.6	23.3	26.6
Cucumbers . . . . .	21.9	26.9	25.0
Pumpkin and squash . . . . .	13.8	18.8	17.0
Green peppers . . . . .	34.6	43.2	37.3
Sweet potatoes . . . . .	17.3	17.0	22.0
White potatoes . . . . .	10.3	10.6	13.1
Onions . . . . .	8.9	15.0	14.1
Lettuce . . . . .	20.3	23.7	24.0
Celery . . . . .	23.7	26.3	28.6
Cauliflower . . . . .	15.8	16.5	17.3
Sweet corn . . . . .	16.7	20.0	21.7

<sup>1</sup> Prices are converted from a yen per kilogram basis to cents per pound basis by using the following exchange rates: 1975—U.S. \$1 = yen 296.7; 1976—U.S. \$1 = yen 297.0; 1977—U.S. \$1 = yen 270.5. One kilogram = 2.204 pounds.

<sup>2</sup> Wholesale prices for 1978 are not available as of the publication date.

Source: Ministry of Agriculture, Forestry, and Fisheries. Prepared by the Office of the Agricultural Counselor, Tokyo.

August 1979

Commodity Programs, FAS, USDA

Applicable Japanese Plant Quarantine Restrictions on Imports of Fresh Fruits and Vegetables from Continental United States

Commodity	Import status <sup>1</sup>	Prohibited for following reason(s):			
		Codling moth	Tobacco blue mold	Colorado beetle	Burrowing nematode
Anise	Enterable				
Apples	Prohibited	X			
Apricots	Prohibited	X			
Artichokes	Enterable				
Asparagus	Enterable				
Avocados	Enterable				
Broccoli	Enterable				
Brussell sprouts	Enterable				
Cabbage	Prohibited		X		
Cantaloupes	Enterable				
Carrots	Prohibited			X	
Cauliflower	Enterable				
Celery	Enterable				
Cherries	(2)		2	X	
Chickory	Enterable				
Corn	Enterable				
Cucumbers	Enterable				
Endive	Enterable				
Escarole	Enterable				
Figs	Enterable				
Garlic	Enterable				

See footnotes at end of table.

Applicable Japanese Plant Quarantine Restrictions on Imports of Fresh Fruits and Vegetables from Continental United States—Continued

Commodity	Import status <sup>1</sup>	Prohibited for following reason(s):						
		Coddling moth	Tobacco blue mold	Colorado beetle	Burrowing nematode	Potato canker	Golden nematode	Sweet potato weevil
Grapefruit	Enterable <sup>3</sup>							
Grapes, table	Enterable							
Green beans	Enterable							
Green onions	Enterable							
Greens	(4)							
Honeydew melons	Enterable							
Lemons	Enterable <sup>3</sup>							
Lettuce	Enterable							
Limes	Enterable <sup>3</sup>							
Mangoes	Enterable <sup>3</sup>							
Mixed melons	Enterable							
Mixed vegetables	Enterable in frozen form							
Nectarines	Prohibited	X						
Nuts	Enterable except in-shell walnuts		X					
Onions	Enterable							
Oranges	Enterable under import quota system							
Parsley	Enterable							
Parsnips	Enterable							
Peaches	Prohibited	X						

Applicable Japanese Plant Quarantine Restrictions on Imports of Fresh Fruits and Vegetables from Continental United States—Continued

Commodity	Import status <sup>1</sup>	Prohibited for following reason(s):						
		Coddling moth	Tobacco blue mold	Colorado beetle	Burrowing nematode	Potato canker	Golden nematode	Sweet potato weevil
Peanuts (raw, in shell)	Prohibited					X		
Peanuts (raw, shelled)	Enterable							
Pears	Prohibited	X						
Peas	Enterable							
Peppers	Prohibited	X						
Persimmons	Enterable							
Plums	Prohibited	X						
Pomegranates	Enterable							
Potatoes	Prohibited				X	X		
Prickley pears	Enterable							
Radishes	Prohibited				X			
Rappini	Enterable							
Romaine	Enterable							
Rutabagas	Enterable							
Spinach	Enterable							
Squash	Enterable							
Strawberries	Enterable							
Sweet potatoes	Prohibited				X			
Tangerines	Enterable under import quota system					X	X	

Applicable Japanese Plant Quarantine Restrictions on Imports of Fresh Fruits and Vegetables from Continental United States—Continued

Commodity	Import status <sup>1</sup>	Prohibited for following reason(s):						
		Codling moth	Tobacco blue mold	Colorado beetle	Burrowing nematode	Potato canker	Golden nematode	Sweet potato weevil
Tomatoes	Prohibited		X					
Turnips	Prohibited				X			
Watermelons	Enterable							

<sup>1</sup> Import status as of March 1979.      <sup>2</sup> Cherries must be fumigated in accordance with Japanese requirements.      <sup>3</sup> All host fruits of the Caribbean fruit fly, *Anastrepha suspensa*, moving into Japan from Florida must be treated with ethylene dibromide (EDB). At present, treatment of EDB is approved only for citrus including lemons, limes, and mangoes. Other Caribbean fruit-fly host fruits from Florida should be considered prohibited.      <sup>4</sup> Refer to specific items listed in this table.

Source: Prepared by the Office of the Agricultural Counselor, Tokyo.

August 1979

Commodity Programs, FAS, USDA

Applicable Japanese Plant Quarantine Restrictions on Imports of Fresh Fruits and Vegetables from Hawaii

Commodity	Prohibited for the following reason(s)				
	Import status <sup>1</sup>	Mediterranean fruit fly	Mango fly	Melon fly	Burrowing nematode
<u>Fruit:</u>					
Apples	Prohibited	X			
Apricots	Prohibited	X			
Avocados	Prohibited	X	X		
Cherries	Prohibited	X			
Citrus	Prohibited	X	X		
Figs	Prohibited	X	X		
Mangoes	Prohibited	X	X	X	
Melons	Prohibited	X		X	
Papayas	<sup>2</sup> Prohibited	X	X	X	
Peaches and nectarines	Prohibited	X	X		
Pears	Prohibited	X			
Pineapples	Enterable				
Plums	Prohibited	X	X		
<u>Vegetables:</u>					
Beets	Prohibited				X
Broccoli	Enterable				
Brussel sprouts	Enterable				
Cabbage	Enterable				
Carrots	Prohibited				X
Cauliflower	Enterable				
Cucumbers	Prohibited	X		X	
Eggplants	Prohibited	X	X	X	
Ginger roots	Prohibited				X
Horseradish	Prohibited				X
Pepper	Prohibited	X	X	X	
Potatoes	( <sup>3</sup> )				
Pumpkins and squash	Prohibited	X		X	
Radishes	Prohibited				X
Sweet potatoes	( <sup>3</sup> )				
Tomatoes	Prohibited	X	X	X	
Turnips	Prohibited				X

<sup>1</sup> As of March 1979. <sup>2</sup> Papayas are enterable but must be fumigated in accordance with Japanese requirements. <sup>3</sup> Subject to post entry quarantine for 1 year.

Source: Prepared by the Office of the Agricultural Counselor, Tokyo.

August 1979

Commodity Programs, FAS, USDA

Japanese Tariffs and Regulations on Imports of Selected Fruits and Their Preparations

Item <sup>3</sup>	Tariff No. <sup>4</sup>	Period	Rate of duty <sup>1, 2</sup>			General	Temporary	GATT	Preferential	(10)	10	10	(10)	(10)	Subject to:			
			Plant Quarantine Law	Quarantine	Import restrictions													
<i>Fresh</i>																		
Apples	0806100															20	Prohibited	
Apricot	0807000															(20)	Prohibited	
Avocados	0801441			4												(20)	Enterable	
Berries	0808000															10	Enterable	
Cherries	0807000														(10)	10	Enterable	
Dates	0801300														Free	(20)	Enterable	
Figs	0803100															10	(20)	Enterable
Grapefruit	0802300														Jun 1 - Nov 30	20	(20)	Enterable <sup>6</sup>
	0802300														Dec 1 - May 31	40	(20)	Enterable <sup>6</sup>
Grapes	0804100															20	Enterable	
Lemons, limes	0802100														10	20	Enterable	
Melons	0809010															10	(20)	Enterable
Oranges	0802200														Jun 1 - Nov 30	20	Enterable	Import quota <sup>7</sup>
	0802200														Dec 1 - May 31	40	Enterable	Import quota <sup>7</sup>
Papaya	0809090															10	20	Enterable <sup>8</sup>
Peaches	0807000														(10)	10	(20)	Prohibited
Pears	0806200														10	20	Prohibited	
Pineapples	0801210															20	Enterable	
Other stone fruits	0807000														(10)	10	(20)	Prohibited
Frozen																		
Avocados	0810010														10	20	( <sup>9</sup> )	
Berries, without added sugar	0810090															20	( <sup>9</sup> )	

See footnotes at end of table.

Japanese Tariffs and Regulations on Imports of Selected Fruits and Their Preparations—Continued

Item <sup>3</sup>	Tariff No. <sup>4</sup>	Period	Preferential	Rate of duty <sup>1, 2</sup>			Subject to:
				GATT	Temporary	General	
Frozen cont'd:							
Papaya	0810010		10			20	( <sup>9</sup> )
Pineapples, without added sugar	0830020			35	(20)		( <sup>9</sup> )
Pineapples, with added sugar	2003020				35	( <sup>9</sup> )	
Other frozen fruits, without added sugar	0810090				20	( <sup>9</sup> )	
Other frozen fruits with added sugar	2003090			28		( <sup>9</sup> )	
Processed:							
Apple juice, not more than 10% by weight of sucrose	2007139			22.5		30	Import quota <sup>10</sup>
Apple sauce, canned	2006191					35	
Apricots, dried	0812090			(15)	15	(20)	
Apricots, canned	2006144			(25)		28	
Cherries, provisionally preserved	0811330					20	
Cherries, containing added sugar, canned	2006141				25	28	
Figs, dried	0803200			5	10		20
Fruit cocktail, containing added sugar	2006171			(25)	20	28	
Grapefruit juice, containing added sugar	2007112			27		35% or 27 yen/kg, whichever is greater	Import quota <sup>11</sup>
Grapefruit juice not containing added sugar	2007132			22.5		30	Import quota <sup>11</sup>
Grape juice, containing added sugar	2007119			27		35% or 27 yen/kg, whichever is greater	Import quota <sup>12</sup>

See footnotes at end of table.

Japanese Tariffs and Regulations on Imports of Selected Fruits and Their Preparations—Continued

Item <sup>3</sup>	Tariff No. <sup>4</sup>	Period	Rate of duty <sup>1, 2</sup>			Plant Quarantine Law	Import restrictions	Subject to:
			Preferential	GATT	Temporary			
<i>Processed cont'd:</i>								
Grape juice not containing added sugar	2007137		22.5	22.5	30			<sup>12</sup> Import quota
Lemon juice, containing added sugar	2007113		27			35% or 27 yen/kg, whichever is greater		
Lemon juice, containing added sugar	2007133		(22.5)	20				
Lime juice, containing added sugar	2007113		27			35% or 27 yen/kg, whichever is greater		
Lime juice, not containing added sugar	2007134		22.5	22.5	30%			
Orange juice, containing added sugar	2007111		30			35% or 27 yen/kg, whichever is greater		<sup>13</sup> Import quota
Orange juice, not containing added sugar	2007131		25					<sup>13</sup> Import quota
Peaches, preserved containing added sugar, canned	2006124		(25)	20	35			
Pears, preserved, containing added sugar, canned	2006134		(25)	20	35			
Pineapple, dried	0801220		10		20			
Pineapple, preserved containing added sugar, canned	2006111		72 yen/kg	55	(45)			<sup>14</sup> Import quota
Pineapple, preserved not containing added sugar, canned	2006210			55	(45)			<sup>14</sup> Import quota
Pineapple juice, containing added sugar	2007114		27			35% or 27 yen/kg, whichever is greater		<sup>15</sup> Import quota

See footnotes at end of table.

Japanese Tariffs and Regulations on Imports of Selected Fruits and Their Preparations—Continued

Item <sup>3</sup>	Tariff No. <sup>4</sup>	Period	Rate of duty <sup>1, 2</sup>			Subject to: Plant Quarantine Law restrictions			
			Preferential	GATT	Temporary				
Percent — — — — —									
Import quota <sup>15</sup>									
<u>Processed cont'd:</u>									
Pineapple juice, not containing added sugar	2007136		22.5	22.5	30				
Prune juice concentrate, containing added sugar	2007129		27		35% or 27 yen/kg, whichever is greater				
Other fruits dried	0812090		(15)	15	(20)				

<sup>1</sup> Duties applicable to U.S. products are in bold type. In the assessment of a duty, a preferential rate is applied before a GATT rate, a GATT rate before a temporary rate, and a temporary rate before a general rate. However, if a GATT rate is not lower than other rates, the applicable rate is a temporary rate, or if no temporary rate is provided, a general rate. Preferential rates primarily apply to developing countries and do not apply to the United States. <sup>2</sup> Rates in parentheses indicate that such rates are not presently applicable. The rates actually applied may be reduced ones or other rates, as explained in footnote 1. Rates are applied to the c.i.f. price of the specified commodity unless otherwise indicated.

<sup>3</sup> All imports of fresh fruits and their preparations are subject to food sanitation inspection upon arrival. <sup>4</sup> Customs Cooperations Council nomenclature used by most countries.

<sup>5</sup> Prohibited except those fruits fumigated, in accordance with Japanese plant quarantine requirements. <sup>6</sup> Shipments from Florida are required to be fumigated with EDB for Caribbean. <sup>7</sup> The size of the quota for 1979 Japanese fiscal year (April 1-March 30) is 45,000 MT, which will be gradually increased to 82,000 MT by JFY 1983, in accordance with

an agreement between the United States and Japan. <sup>8</sup> Prohibited except those fruits fumigated, in accordance with Japanese plant quarantine requirements. <sup>9</sup> Enteralbe provided under <sup>0°F</sup>. <sup>10</sup> Quota for JFY 1978 was 2,000 MT (5:1 concentrate basis). <sup>11</sup> Quota for JFY 1978 was 1,000 MT (5:1 concentrate basis) which will be gradually increased to 6,000 MT by 1983, in accordance with an agreement between the United States and Japan. <sup>12</sup> Quota for JFY 1978 was 2,000 MT (5:1 concentrate basis). <sup>13</sup> Quota for JFY 1978 was 3,000 MT (5:1 concentrate basis) which will be gradually increased to 6,500 MT by JFY 1983, in accordance with an agreement between the United States and Japan. <sup>14</sup> Quota for JFY 1978 was 22,454 MT. <sup>15</sup> Quota has not been disclosed by the Government of Japan.

Source: Customs Tariff Schedules of Japan, 1978.

August 1979

Commodity Programs, FAS, USDA

Japanese Tariffs and Regulations on Imports of Selected Vegetables and Their Preparations

Item <sup>3</sup>	Tariff No. <sup>4</sup>	Rate of duty <sup>1, 2</sup>			Subject to:	
		Preferential	GATT	Temporary	General	Plant quarantine law
<u>Fresh:</u>						
Garlic	0701320	(5)	5	(10)	Enterable	
Lettuce	0701910	(5)	5	(10)	Enterable	
Onions	0701310		(5)	(5)	Enterable	
Potatoes	0701100	5	5	10	Prohibited <sup>6</sup>	
Shallots, leeks	0701330	(5)	5	(10)	Enterable	
Tomatoes	0701200	5	5	10	Prohibited <sup>7</sup>	
<u>Frozen:</u>						
Leguminous veg.	0702020			10	Enterable	
Potatoes	0702010			10	Enterable	
Other frozen veg.	0702090			10	Enterable	
<u>Processed:</u>						
Asparagus in airtight containers not more than 10 kg	2002220			20		
Corn, canned, with added sugar without added sugar <sup>1</sup>	2107130 2107226	25 20		35 25		
Garlic, powdered in airtight containers	2002271	15		20		
Green peas, canned	2002281	15	25	14	20	
Ketchup	2104111		(25)		25	Import quota <sup>8</sup>
Leguminous vegetables canned with added sugar	2002110				28	
Mushrooms, canned	2002262				20	
Potato flakes	1105000				25	

## Japanese Tariffs and Regulations on Imports of Selected Vegetables and Their Preparations—Continued

Item <sup>3</sup>	Rate of duty <sup>1, 2</sup>					Subject to:
	Tariff No. <sup>4</sup>	Preferential	GATT	Temporary	General	
Processed cont'd:	Percent					
Potato flakes and mashed potatoes not included in No. 11050000	2002250				20	
Tomato juice with added sugar	2007211				35	Import quota <sup>8</sup>
Tomato juice, in airtight containers	2007221				25	Import quota <sup>8</sup>
Tomato puree and paste	2002190			(25)	25	Import quota <sup>8</sup>
Tomato sauce	2104112			20	25	Import quota <sup>8</sup>
Tomatoes, canned	2002220	9.5	(15)	12		
Vegetable juice (mixture), with added sugar	2007212	12	(17)	13.5		Import quota <sup>8</sup>
Vegetable juice (mixture), except in airtight containers	2007222				17	Import quota <sup>8</sup>

<sup>1</sup> Duties applicable to U.S. products are in bold type. In the assessment of a duty, a preferential rate is applied before a GATT rate, a GATT rate before a temporary rate, and a temporary rate before a general rate. However, if a GATT rate is not lower than the other rates, the applicable rate is a temporary rate, or if no temporary rate is provided, a general rate. Preferential rates primarily apply to developing countries and do not apply to the United States.

<sup>2</sup> Rates in parentheses indicate that such rates are not presently applicable. Rates actually applied may be reduced ones or other rates, as explained in footnote no. 1. Rates are applied to the c.i.f. price of the specified commodity unless otherwise indicated.

<sup>3</sup> All imports of fresh vegetables or tuber roots, cl. 10, are subject to a general rate of 10% ad valorem.

4. All imports of fresh vegetables are subject to plant quarantine inspection upon arrival and all prepared vegetable products are subject to food sanitation inspection.  
5. Fresh onions are presently under a variable duty system. When the c.i.f. price of onions is less than or equal to 67 yen/kg, the rate of duty is 10%. If the c.i.f. price is more than 73.71 yen/kg, the difference between the c.i.f. price and 73.71 yen/kg is added to the c.i.f. price. If the price is more than 73.71 yen/kg, the duty is free.  
6. Prohibited because of potato canker and golden nematode.  
7. Prohibited because of tobacco blue mold.  
8. The size of the import quota has not been disclosed by the C.C.C.

The size of the import quota has not been disclosed by the Government of Japan.

Source: Customs Tariff Schedules of Japan 1878

August 1070

Commodity Programs, FAS, USDA

Japanese Tariffs and Regulations on Imports of Selected Nuts

Item <sup>3</sup>	Tariff No. <sup>4</sup>	Rate of duty <sup>1, 2</sup>			Subject to: Plant quarantine law restrictions
		Preferential	GATT	Temporary	
<i>Percent</i>					
Bitter almonds, fresh or dried, shelled or not	0805310	Free			Free
Bitter almonds, roasted	2006293			16	Enterable
Brazil nuts, fresh or dried, shelled or not	0801420	Free	(10)	10	Enterable
Brazil nuts, roasted	2006273	10	(20)	16	Enterable
Cashew, fresh or dried, shelled or not	0801430	Free	5	20	Enterable
Cashew, roasted	2006277	7.5	(20)	16	
Hazel nuts (filberts), fresh or dried, shelled or not	0805420	Free	(10)	10	(20) Enterable
Hazel nuts (filberts), roasted	2006293		(20)	16	
Macadamia, fresh or dried, shelled or not	0805430	10		20	Enterable
Macadamia, roasted	2006293		(20)	16	
Peanuts, fresh or dried, shelled or not	1201100			10	20% or 14 yen/kg, whichever is greater
Peanuts, roasted	2006281			25	Enterable
Sweet almonds, fresh or dried, shelled or not	0805410	5	(9)	9	(20) Enterable
Sweet almonds, roasted	2006293			16	(25)
Walnuts, fresh or dried, shelled or in-shell	0805200			30	(6)
Walnuts, roasted	2006293			16	25
Mixed nuts	2006293			16	25

<sup>1</sup> Duties applicable to U.S. products are in bold type. In the assessment of a duty, a preferential rate is applied before a GATT rate, a GATT rate before a temporary rate, and a temporary rate before a general rate. However, if a GATT rate is not lower than the other rates, the applicable rate is a temporary rate, or if no temporary rate is provided, a general rate. Preferential rates primarily apply to developing countries and do not apply to the United States.

<sup>2</sup> Rates in parentheses indicate that such rates are not presently applicable. The rates actually applied may be reduced ones or other rates, as explained in footnote 1. Rates are applied to the c.i.f. price of the specified commodity unless otherwise indicated.

<sup>3</sup> All imported nuts and prepared nut products are subject to food sanitation inspection.

<sup>4</sup> Customs Cooperation Council nomenclature used by most countries.

<sup>5</sup> An import quota of 57,400 MT was issued for the 1978 Japanese fiscal year (April 1-March 30).

<sup>6</sup> Walnuts in-shell are prohibited because of the codling month.

Source: Customs Tariff Schedules of Japan, 1978.

August 1979

Commodity Programs, FAS, USDA

Japanese Tariffs and Regulations on Imports of Miscellaneous Fruit and Vegetable Preparations and Wines

Item <sup>3</sup>	Rate of duty <sup>1, 2</sup>				Subject to:
	Tariff No. <sup>4</sup>	Preferential	GATT	Temporary	
	Percent — — — — —				
Fruit, fruit-peel and parts of plants, preserved by sugar (drained, glacé or crystallized)	2004	16	30	30	35
Fruit puree and fruit pastes, with added sugar	2005130				—
Fruit puree and fruit pastes, no added sugar	2005210			40	—
Jams, with added sugar	2005110			25	Import quota <sup>5</sup>
Maraschino cherries, with added sugar	2006143	(25)	20	—	—
Maraschino cherries, no added sugar	2006227	16		20	—
Marmalades and fruit jellies, with added sugar	2005120			32	—
Peanut butter, with added sugar	2107120	25		35	—
Peanut butter, no added sugar	2107224	20		25	—
<u>Soups and Broths</u>					
Vegetable soups with added sugar, in airtight containers	2105111	15		21	(24)
Vegetable soups, no added sugar, in airtight containers	2105112	10	13.6		24
Other soups and broths	2105190	15		21	24
Homogenized composite food preparations	2105200	12	16		24
<u>Wine:</u>					
Table wine (bottles)	2205299			280	320
Table wine (bulk), in containers exceeding 150 liters	2205210	80		200 160	Liquor tax law

Japanese Tariffs and Regulations on Imports of Miscellaneous Fruit and Vegetable Preparations and Wines—Continued

Item <sup>3</sup>	Tariff No. <sup>4</sup>	Rate of duty <sup>1, 2</sup>				Subject to:
		Preferential	GATT	Temporary	General	
<i>Wine cont'd:</i>						
Champagne and other sparkling wines	2205100	325		455	650	Liquor tax law
Sherry, port, and other fortified grape wine	2205291			280	320	Liquor tax law
Vermouths and other wines of fresh grapes flavored with aromatic extracts	2206000	90		126	180	Liquor tax law
					144	

<sup>1</sup> Duties applicable to U.S. products are in bold type. In the assessment of a duty, a preferential rate is applied before a GATT rate, a GATT rate before a temporary rate, and a temporary rate before a general rate. However, if a GATT rate is not lower than the other rates, the applicable rate is a temporary rate, or if no temporary rate is provided, a general rate. Preferential rates primarily apply to developing countries and do not apply to the United States. <sup>2</sup> Rates in parentheses indicate that such rates are not presently applicable. The rates actually applied may be reduced ones or other rates, as explained in footnote 1. Rates are applied to the c.i.f. price of the specified commodity unless otherwise indicated. <sup>3</sup> All imported miscellaneous fruit and vegetable preparations are subject to food sanitation inspection upon arrival. <sup>4</sup> Customs Cooperation Council nomenclature used by most countries.

<sup>5</sup> Import quota size not yet available from the Government of Japan.

Commodity Programs, FAS, USDA

# Japanese Tariff Cuts Negotiated Through the Multilateral Trade Negotiations

At the time of printing, the Tokyo Round of the Multilateral Trade Negotiations had been completed, but the final version of the tariff duties was still pending ratification by the Government of Japan. When the ratification process is complete, the following proposed changes in the Japanese tariff schedule should occur:

Commodity	Tariff No.	Current duty	Proposed duty <sup>1</sup>
<b>Fresh fruits:</b>			
Avocados, mangoes, guavas	0801-441	10%	6%
<b>Grapefruit</b>			
Imported Jun. 1-Nov. 30	0802-300	20%	12%
Imported Dec. 1-May 31	0802-300	40%	25%
Grapes	0804-100	20%	<sup>2</sup> 13%
Lemons, limes	0802-100	10%	5%
<b>Oranges</b>			
Imported Jun. 1-Nov. 30	0802-200	20%	<sup>3</sup> 20%
Imported Dec. 1-May 31	0802-200	40%	40%
Papayas	0809-090	10%	4%
<b>Canned fruits:</b>			
Fruit cocktail	2006-171	25%	14%
Peaches	2006-124	25%	<sup>4</sup> 15% & 18%
Pears	2006-126	25%	18%
Pineapple	2006-111	72 yen/kg.	30%
<b>Canned vegetables:</b>			
Canned sweet corn, with added sugar	2107-130	35%	17.5%
without added sugar	2107-226	25%	12.5%
<b>Frozen fruits and vegetables:</b>			
Sour cherries, with added sugar	2003-090	35%	23%
Vegetables other than potatoes	0702-020	10%	<sup>3</sup> 10%
Sweet corn	2107-225	25%	12.5%
Cranberries	0810-090	20%	10%
<b>Juices:</b>			
Orange, grapefruit, grape	2007-	( <sup>5</sup> )	( <sup>5</sup> )
Lemon	2007-	22.5%	10%

See footnotes at end of table.

Continued

## Japanese Tariff Cuts Negotiated Through the Multilateral Trade Negotiations--Continued

Commodity	Tariff No.	Current duty	Proposed duty <sup>1</sup>
Dried fruit:			
Prunes	0812-010	10%	4%
Raisins, in containers weighing more than 10 kg. each, incl. container	0804-290	5%	2%
Nuts:			
Almonds			
Sweet	0805-410	9%	4%
Roasted	2006-293	20%	10%
Macadamia			
Fresh	0805-430	20%	12%
Roasted	2006-277	20%	10%
Walnuts	0805-200	30%	20%
Other processed products:			
French & salad dressings	2104-131	25%	15%
Sauces other than tomato, mayonnaise, french & salad dressings	2104-139	15%	12%
Vegetable soups, with added sugar	2105-111	30%	21%
Other soups and broths	2105-190	30%	21%
Miscellaneous products:			
Cut flowers & buds	0603-000	5%	Free
Wine of fresh grapes, other than champagne & sparkling wine, in containers not over 150 liters	2205-299	320 yen/liter	<sup>6</sup> 55%

<sup>1</sup> The staging process for implementing these tariff reductions will begin April 1, 1980. By 1987, the full tariff reductions should be in effect. <sup>2</sup> November 1–January 31. <sup>3</sup> Some duties were bound at existing rates. These duties can be changed only through negotiations. <sup>4</sup> A duty of 15% applies to peaches in cans over 2 kg. and 18% for other canned peaches. <sup>5</sup> Duties on citrus juices not previously bound under the General Agreement on Tariffs and Trade were bound. <sup>6</sup> Duty changes to 55% with a maximum of 280 yen/liter and a minimum of 150 yen/liter.

**Japan: Imports of Selected Fruit and Vegetable Items, Calendar 1973-78, by Country of Origin**

Commodity and country	1973	1974	1975	1976	1977	1978
<b>Fresh fruit:</b>						
Avocados, mangoes, guavas, fresh: (0801-441) <sup>1</sup>						
Mexico . . . . .	130	326	327	376	426	764
United States . . . . .	89	84	76	126	273	462
Philippines . . . . .	—	—	6	64	250	333
Taiwan . . . . .	—	( <sup>2</sup> )	—	45	202	25
Others . . . . .	1	7	5	—	3	6
Total . . . . .	220	417	414	607	1,154	1,590
Berries, fresh: (0808-000)						
Canada . . . . .	—	—	—	( <sup>2</sup> )	—	( <sup>2</sup> )
United States . . . . .	69	290	318	16	71	561
New Zealand . . . . .	2	1	.2	—	8	25
Others . . . . .	—	2	—	—	—	12
Total . . . . .	71	293	320	16	79	598
Grapes, fresh: (0804-100)						
China . . . . .	407	230	10	20	16	—
United States . . . . .	622	683	1,292	1,538	970	1,784
Others . . . . .	5	6	10	4	8	11
Total . . . . .	1,034	919	1,312	1,562	994	1,795
Grapefruits, fresh (0802-300)						
Israel . . . . .	3,568	5,782	11,931	6,270	9,218	6,355
United States . . . . .	105,230	142,889	131,845	139,871	146,940	129,117
Mexico . . . . .	625	864	1,627	1,898	317	3,189
Swaziland . . . . .	—	1,903	1,299	3,717	4,648	2,788
Others . . . . .	272	1	—	—	99	725
Total . . . . .	109,695	151,439	146,702	151,757	161,242	142,154
Lemons & limes, fresh: (0802-100) <sup>1</sup>						
United States . . . . .	91,114	92,944	63,805	92,768	104,663	116,892
Mexico . . . . .	76	2	4	( <sup>2</sup> )	5	48
South Africa . . . . .	—	30	239	—	—	—
Others . . . . .	78	—	3	—	16	5
Total . . . . .	91,268	92,976	64,051	92,768	104,684	116,945
Melons, fresh: (0809-000)						
United States . . . . .	( <sup>3</sup> )	( <sup>3</sup> )	( <sup>3</sup> )	1,681	1,846	4,206
Mexico . . . . .	—	—	—	354	553	1,003
New Zealand . . . . .	—	—	—	1	23	74
Others . . . . .	—	—	—	—	5	3
Total . . . . .	—	—	—	2,036	2,427	5,286
Oranges fresh: (0802-200)						
Taiwan . . . . .	—	—	—	12	210	110
United States . . . . .	15,258	18,630	20,222	24,388	22,289	50,898
South Africa . . . . .	798	1,461	1,052	—	—	—

See footnotes at end of table.

Japan: Imports of Selected Fruit and Vegetable Items, Calendar 1973-78, by Country of Origin—Continued

Commodity and country	1973	1974	1975	1976	1977	1978
<u>Fresh fruit cont'd:</u>						
Oranges fresh: (0802-200) cont'd						
Israel . . . . .	239	344	761	—	—	—
Others . . . . .	123	2	81	—	—	—
Total . . . . .	16,418	20,437	22,116	24,401	22,499	51,008
Pineapple, fresh: (0801-210)						
Philippines . . . . .	10,523	28,772	40,029	53,885	71,502	94,475
Taiwan . . . . .	44,914	7,244	14,143	8,494	6,087	6,934
United States . . . . .	77	86	45	28	8	38
Others . . . . .	35	1	1	23	10	31
Total . . . . .	55,549	36,103	54,218	62,384	77,607	101,478
<u>Fresh vegetables:</u>						
Garlic, fresh: (0701-320) <sup>1</sup>						
China, mainland . . . . .	1,775	371	1,258	1,189	1,067	742
Taiwan . . . . .	933	157	1,589	3,682	2,806	1,124
United States . . . . .	110	94	1,244	1,253	—	980
Others . . . . .	41	50	10	51	680	238
Total . . . . .	2,859	672	4,101	6,175	4,554	3,084
Lettuce, fresh: (0701-910)						
Korea, Rep. of . . . . .	( <sup>3</sup> )	( <sup>3</sup> )	( <sup>3</sup> )	26	—	—
Taiwan . . . . .	—	—	—	23	—	—
United States . . . . .	—	—	—	256	108	126
Others . . . . .	—	—	—	—	—	( <sup>2</sup> )
Total . . . . .	—	—	—	305	108	126
Onions, fresh: (0701-310)						
United States . . . . .	24,895	25,817	14,371	33,194	7,884	45,850
Taiwan . . . . .	12,148	17,758	10,099	14,853	15,182	18,292
New Zealand . . . . .	102	7,617	1,307	7,895	2,644	18,513
Korea, Rep. of . . . . .	632	2,559	1,977	2,196	5,701	2,463
Others . . . . .	9,056	11,505	2,300	4,142	8,457	9,214
Total . . . . .	46,923	65,256	30,054	62,280	39,868	94,332
Other fresh vegetables: (0701-990)						
China, mainland . . . . .	383	213	13	55	( <sup>2</sup> )	1
Taiwan . . . . .	532	2,868	2,535	14,465	3,229	2,320
Korea, Rep. of . . . . .	450	756	1,961	801	1,413	539
United States . . . . .	1,418	1,612	327	80	121	200
Others . . . . .	184	125	24	2,085	273	361
Total . . . . .	2,967	5,574	4,860	17,486	5,036	3,421
<u>Canned fruits:</u>						
Canned apricots: (2006-153) <sup>1</sup>						
United States . . . . .	126	107	35	74	92	104
South Africa . . . . .	1,538	1,186	333	962	869	1,103

Japan: Imports of Selected Fruit and Vegetable Items, Calendar 1973-78, by Country of Origin—Continued

Commodity and country	1973	1974	1975	1976	1977	1978
<u>Canned fruits cont'd:</u>						
Canned apricots: (2006-153) <sup>1</sup> cont'd						
Australia . . . . .	115	168	63	74	23	9
China . . . . .	8	12	17	33	8	32
Israel . . . . .	120	—	—	11	9	—
Others. . . . .	3	8	36	( <sup>2</sup> )	1	5
Total . . . . .	1,910	1,418	484	1,154	1,002	1,253
Canned cherries: (2006-143, 227)						
Australia . . . . .	415	—	—	10	—	—
Italy . . . . .	259	32	—	78	108	2
United States . . . . .	270	94	158	272	452	620
Spain . . . . .	121	105	—	—	15	—
Others. . . . .	90	35	44	93	83	162
Total . . . . .	1,155	266	202	453	658	784
Canned peaches: (2006-121, 124, 125)						
United States . . . . .	4,229	2,803	1,766	7,335	14,240	18,600
Australia . . . . .	9,238	6,331	5,228	9,428	6,301	8,730
South Africa . . . . .	8,099	3,949	2,999	3,550	2,241	5,471
Others . . . . .	2,637	1,915	911	887	596	245
Total . . . . .	24,203	14,998	10,904	21,200	23,378	33,046
Canned pears: (2006-131, 134)						
United States. . . . .	205	85	20	122	80	66
Australia . . . . .	1,378	1,861	712	2,075	3,599	4,190
China . . . . .	255	81	8	75	58	97
Others. . . . .	7	54	( <sup>2</sup> )	17	3	4
Total . . . . .	1,845	2,081	740	2,289	3,740	4,357
Canned pineapple: (2006-111, 210) <sup>1</sup>						
United States. . . . .	2,006	306	22	169	269	395
Taiwan . . . . .	10,036	7,569	4,959	4,840	6,657	5,482
Thailand . . . . .	2,178	3,606	1,955	2,873	4,791	6,166
Philippines . . . . .	6,105	8,103	2,843	3,897	5,949	8,315
Others. . . . .	2,774	4,046	1,130	1,976	2,722	3,908
Total . . . . .	23,099	23,630	7,909	13,755	20,388	24,266
Canned mixed fruit: (2006-171)						
United States. . . . .	2,636	2,832	1,072	1,687	2,566	3,266
Australia . . . . .	537	732	609	519	916	1,457
Philippines . . . . .	7	—	—	383	287	604
Others. . . . .	233	36	29	7	54	61
Total . . . . .	3,403	3,600	1,710	2,596	3,823	5,388
<u>Canned vegetables:</u>						
Asparagus: (2002-231)						
Taiwan . . . . .	3,021	4,113	1,994	1,645	2,729	1,970
United States. . . . .	66	79	7	27	31	50

Japan: Imports of Selected Fruit and Vegetable Items, Calendar 1973-78, by Country of Origin—Continued

Commodity and country	1973	1974	1975	1976	1977	1978
Canned vegetables cont'd:	<i>Metric tons</i>					
Asparagus: (2002-231) cont'd						
Other . . . . .	2	8	1	—	4	25
Total . . . . .	3,089	4,200	2,002	1,672	2,764	2,045
Sweetcorn: (2107-130)						
United States . . . . .	7,816	6,966	4,184	1,440	1,241	2,544
New Zealand . . . . .	734	1,591	554	—	—	—
Canada . . . . .	567	224	—	—	(2)	(2)
Australia . . . . .	104	29	1	—	—	—
Israel . . . . .	88	322	50	1	—	—
Other . . . . .	25	168	29	—	60	62
Total . . . . .	9,334	9,300	4,818	1,441	1,303	2,606
Tomatoes: (2002-220) <sup>1</sup>						
Taiwan . . . . .	1,191	4,152	517	1,441	3,559	4,022
Morocco . . . . .	290	210	510	554	576	420
Bulgaria . . . . .	196	255	185	303	453	789
Switzerland . . . . .	183	199	132	128	176	280
United States . . . . .	140	298	58	49	42	81
Others . . . . .	140	456	183	120	473	409
Total . . . . .	2,140	5,570	1,585	2,595	5,279	6,001
Other canned vegetables: (2002-291, 299) <sup>5</sup>						
China, mainland . . . . .	7,224	4,560	2,931	3,331	3,167	3,716
Taiwan . . . . .	2,353	2,501	1,567	2,663	3,524	3,591
Spain . . . . .	234	204	213	227	369	329
United States . . . . .	323	312	595	1,043	1,889	1,822
Korea, Rep. of . . . . .	637	317	965	1,130	425	162
Others . . . . .	62	106	238	213	286	278
Total . . . . .	10,833	8,000	6,499	8,607	9,660	9,898
Other processed fruits and vegetables:						
Dried onions: (0704-030)						
United States . . . . .	249	449	1,059	1,178	1,294	1,529
Bulgaria . . . . .	295	268	307	243	48	263
China . . . . .	301	86	265	230	41	90
Others . . . . .	411	717	447	120	115	262
Total . . . . .	1,256	1,520	2,078	1,771	1,498	2,144
Other dried vegetables: (0704-090)						
United States . . . . .	246	375	321	539	337	1,813
China, mainland . . . . .	1,593	2,532	2,690	3,630	2,789	1,823
Taiwan . . . . .	1,353	1,135	881	1,500	1,459	1,186
Others . . . . .	306	274	380	501	637	1,081
Total . . . . .	3,498	4,316	4,272	6,170	5,222	5,903

Japan: Imports of Selected Fruit and Vegetable Items, Calendar 1973-78, by Country of Origin—Continued

Commodity and country	1973	1974	1975	1976	1977	1978
<u>Other processed fruits and vegetables cont'd:</u> ————— Metric tons —————						
Frozen leguminous: (0702-020) <sup>1</sup>						
United States . . . . .	—	—	—	9,933	8,139	7,665
China, mainland . . . . .	—	—	—	2,796	2,635	2,680
Taiwan . . . . .	(4)	(4)	(4)	10,299	14,644	18,539
Canada . . . . .	—	—	—	236	452	194
New Zealand . . . . .	—	—	—	1,873	3,213	4,573
Others . . . . .	—	—	—	336	1,934	685
Total . . . . .	—	—	—	25,473	31,017	34,336
Frozen pineapples: (0810-020, 2003-020)						
United States . . . . .	34	132	14	3	378	156
Taiwan . . . . .	21,345	10,146	5,088	7,966	8,506	7,029
Thailand . . . . .	730	676	18	327	4,496	19,154
Other . . . . .	141	146	10	14	61	2,449
Total . . . . .	22,250	11,100	5,130	8,310	13,441	28,788
Frozen potatoes: (0702-010)						
United States . . . . .	(4)	(4)	(4)	5,617	8,275	14,873
Canada . . . . .	—	—	—	289	556	1,484
China . . . . .	—	—	—	64	11	37
Others . . . . .	—	—	—	—	9	9
Total . . . . .	—	—	—	5,970	8,851	16,403
Other frozen fruit: (0810-090, 2003-090)						
United States . . . . .	51	301	573	2,375	1,727	2,174
Mexico . . . . .	—	400	230	775	1,229	1,126
Brazil . . . . .	—	—	16	569	77	—
Korea, Rep. of . . . . .	103	273	1,084	3,060	1,739	1,917
China . . . . .	578	592	226	76	134	79
Italy . . . . .	100	152	195	486	1,041	907
Others . . . . .	831	1,093	213	, 343	998	1,038
Total . . . . .	1,663	2,811	2,537	7,684	6,945	7,241
Other frozen vegetables: (0702-090) <sup>1</sup>						
United States . . . . .	6,409	16,628	12,397	7,259	7,142	9,999
China, mainland . . . . .	6,792	5,801	4,181	1,713	1,622	2,000
Taiwan . . . . .	9,120	15,349	3,719	2,954	3,580	2,495
New Zealand . . . . .	4,267	7,232	2,591	1,803	1,247	1,365
Others . . . . .	3,010	4,329	2,065	927	754	340
Total . . . . .	29,598	49,339	24,953	14,656	14,345	16,199
Fruit purees and pastes: (2005-130, 210)						
Honduras . . . . .	158	158	99	—	—	—
United States . . . . .	156	435	724	122	70	962
Taiwan . . . . .	135	231	42	8	5	45
West Germany . . . . .	64	27	6	—	—	—

Japan: Imports of Selected Fruit and Vegetable Items, Calendar 1973-78, by Country of Origin—Continued

Commodity and country	1973	1974	1975	1976	1977	1978
<u>Other processed fruits and vegetables cont'd:</u> ----- Metric tons -----						
Fruit purees and pastes: (2005-130, 210) cont'd:						
Argentina . . . . .	10	131	171	509	915	563
Others . . . . .	174	182	194	285	443	223
Total . . . . .	697	1,164	1,236	924	1,433	1,793
Jams: (2005-110)						
Bulgaria . . . . .	2,003	1,789	1,893	1,666	1,795	610
USSR . . . . .	945	1,603	1,836	2,437	1,795	2,640
China . . . . .	942	944	1,295	1,224	767	625
Romania . . . . .	699	1,134	529	905	574	283
United Kingdom . . . . .	389	493	261	298	320	448
Australia . . . . .	305	396	259	201	150	160
United States . . . . .	228	236	275	352	364	534
Others . . . . .	497	627	984	792	863	964
Total . . . . .	6,008	7,222	7,332	7,875	6,628	6,264
Marmalades and fruit jellies: (2005-120)						
United Kingdom . . . . .	196	265	125	174	194	256
United States . . . . .	177	153	184	215	195	260
Bulgaria . . . . .	98	—	—	117	129	29
Australia . . . . .	75	70	111	74	11	9
West Germany . . . . .	29	25	20	16	27	40
Others . . . . .	69	98	59	111	156	97
Total . . . . .	644	611	499	707	712	691
Potato flour, flakes and meal (incl. mashed potatoes): (2002-250, 1105-000) <sup>1</sup>						
Netherlands . . . . .	35	144	—	—	—	—
United States . . . . .	1,177	1,563	2,399	8,075	14,306	28,703
Switzerland . . . . .	3	4	—	—	—	—
Canada . . . . .	—	665	170	93	148	1,751
Other . . . . .	—	—	—	16	13	—
Total . . . . .	1,215	2,376	2,569	8,184	14,467	30,454
Tomato ketchup: (2104-111)						
United States . . . . .	507	544	594	566	629	896
Taiwan . . . . .	—	—	100	117	34	65
Others . . . . .	10	19	4	—	5	11
Total . . . . .	517	563	698	683	668	972
Tomato paste: (2002-212)						
China, mainland . . . . .	1,265	1,966	697	355	327	1,009
Taiwan . . . . .	3,365	4,927	11,953	13,200	20,452	29,598
Portugal . . . . .	15,458	17,185	5,005	2,556	4,541	3,653
Spain . . . . .	436	848	1,476	2	139	33
Italy . . . . .	52	—	16	180	16	122
USSR . . . . .	—	359	433	560	415	161
Greece . . . . .	288	3,254	432	371	382	—

Japan: Imports of Selected Fruit and Vegetable Items, Calendar 1973-78, by Country of Origin—Continued

Commodity and country	1973	1974	1975	1976	1977	1978
<u>Other processed fruits and vegetables cont'd:</u> ----- <i>Metric tons</i> -----						
Tomato paste: (2002-212) cont'd:						
Bulgaria . . . . .	1,710	1,252	278	—	58	400
Turkey . . . . .	89	1,281	3,154	1,027	2,188	—
United States. . . . .	1,961	2,018	569	76	170	1,205
Mexico . . . . .	613	5	460	313	700	34
Chile . . . . .	—	—	—	1	369	270
Others. . . . .	555	1,890	683	458	—	51
Total . . . . .	25,792	34,985	25,156	19,099	29,757	36,536
Tomato puree: (2002-211)						
Taiwan . . . . .	109	814	1,049	757	711	1,182
Italy . . . . .	4	( <sup>2</sup> )	—	( <sup>2</sup> )	( <sup>2</sup> )	( <sup>2</sup> )
United States. . . . .	430	856	323	348	320	315
Others. . . . .	55	33	28	7	0	2
Total . . . . .	598	1,703	1,400	1,112	1,032	1,499
Tomato sauce: (2104-112) <sup>1</sup>						
United States. . . . .	55	86	121	168	201	253
Others. . . . .	3	1	3	—	—	—
Total . . . . .	58	87	124	168	201	253
<u>Juices:</u> ----- <i>1,000 liters</i> -----						
Grape juice: (2007-137)						
United States. . . . .	443	638	445	350	1,135	389
West Germany . . . . .	14	13	27	18	15	12
France. . . . .	37	49	55	( <sup>2</sup> )	—	—
Others. . . . .	81	110	138	—	1	180
Total . . . . .	575	810	665	368	1,151	581
Grapefruit juice: (2007-112, 132, 142)						
United States. . . . .	( <sup>6</sup> )	( <sup>6</sup> )	( <sup>6</sup> )	557	961	1,283
Israel . . . . .	—	—	—	36	128	51
Australia . . . . .	—	—	—	1	13	10
Others. . . . .	—	—	—	1	1	—
Total . . . . .	—	—	—	601	1,103	1,344
Lemon juice: (2007-133)						
United States. . . . .	652	533	466	807	707	884
Argentina . . . . .	9	77	94	95	46	198
Israel . . . . .	211	117	195	326	256	251
Italy . . . . .	5	—	—	16	14	21
Mexico . . . . .	—	—	—	—	1	—
Other . . . . .	6	1	7	—	2	65
Total . . . . .	883	728	762	1,244	1,026	1,419

Japan: Imports of Selected Fruit and Vegetable Items, Calendar 1973-78, by Country of Origin—Continued

Commodity and country	1973	1974	1975	1976	1977	1978
<u>Juices cont'd:</u>	----- 1,000 liters -----					
Orange juice: (2007-111, 121, 131, 141) <sup>1</sup>						
United States . . . . .	469	779	595	1,200	1,244	1,116
Brazil . . . . .	—	65	20	259	188	463
Israel . . . . .	15	37	26	—	3	2
Other . . . . .	3	1	—	6	3	—
Total . . . . .	487	882	641	1,465	1,438	1,581
Pineapple juice: (2007-136)						
Philippines . . . . .	185	61	181	219	225	210
United States . . . . .	7	268	1	11	47	—
Others . . . . .	—	—	—	—	2	—
Total . . . . .	192	329	182	229	274	210
Other fruit juices: (2007-139, 145, 149)						
South Africa . . . . .	—	—	506	806	3	—
United States . . . . .	457	989	1,246	260	172	180
Australia . . . . .	—	(7)	402	61	—	—
Taiwan . . . . .	15	70	24	27	(7)	5
France . . . . .	15	18	9	15	(7)	(7)
Others . . . . .	126	223	380	80	21	18
Total . . . . .	613	1,300	2,567	1,249	196	203
Tomato juice: (2007-221)						
United States . . . . .	581	352	225	130	164	372
Israel . . . . .	—	—	—	7	48	0
Others . . . . .	91	112	69	—	1	0
Total . . . . .	672	464	294	137	213	408
Other vegetable juices: (2007-219, 222, 229)						
United States . . . . .	3,926	7,671	746	3,039	1,159	1,883
Belgium . . . . .	—	—	21	7	—	—
Taiwan . . . . .	13	5	—	1	—	14
Others . . . . .	11	91	1	—	—	(7)
Total . . . . .	3,950	7,767	768	3,046	1,159	1,897
<u>Dried fruit:</u>	----- Metric tons -----					
Dates: (0801-300) <sup>1</sup>						
Iraq . . . . .	438	185	697	1,624	226	574
United States . . . . .	—	—	—	3	5	13
China . . . . .	9	3	1	1	—	9
Others . . . . .	—	—	—	—	—	—
Total . . . . .	447	188	698	1,628	233	596

Japan: Imports of Selected Fruit and Vegetable Items, Calendar 1973-78, by Country of Origin—Continued

Commodity and country	1973	1974	1975	1976	1977	1978
<u>Dried fruit cont'd:</u>						
Figs: (0803-200)						
Turkey . . . . .	—	—	49	14	—	41
United States. . . . .	120	—	21	11	18	68
Greece. . . . .	—	—	45	—	—	—
Others. . . . .	40	42	—	—	—	—
Total . . . . .	160	42	115	25	18	109
Prunes: (0812-010)						
Romania . . . . .	37	39	12	39	117	80
Bulgaria . . . . .	265	169	42	130	120	42
United States. . . . .	767	735	744	1,412	1,063	2,290
Argentina. . . . .	40	—	50	79	—	—
Others. . . . .	8	3	—	—	—	—
Total . . . . .	1,117	946	848	1,662	1,300	2,412
Raisins: (0804-290)						
United States. . . . .	4,457	10,768	17,191	21,404	8,211	16,188
China . . . . .	2,178	1,370	1,424	2,122	1,473	1,588
Australia . . . . .	6,062	2,119	3,575	3,004	2,059	3,668
South Africa . . . . .	1,061	72	641	191	759	1,128
Greece. . . . .	26	24	117	176	2,831	65
Others. . . . .	6,484	381	94	15	3,708	571
Total . . . . .	20,268	14,734	23,042	26,912	19,041	23,208
Dried fruit, nec.: (0812-090)						
China . . . . .	438	352	226	418	568	403
Romania . . . . .	—	5	11	24	34	6
United States. . . . .	165	64	65	158	130	283
South Africa . . . . .	164	99	106	142	249	172
Australia . . . . .	118	55	60	27	17	44
Others . . . . .	30	32	18	40	30	42
Total . . . . .	915	607	486	809	1,028	950
Nuts:						
Sweet almonds: (0805-410) <sup>1</sup>						
United States. . . . .	8,058	6,247	5,282	8,750	10,551	11,768
Other . . . . .	15	—	—	—	—	11
Total . . . . .	8,073	6,247	5,282	8,750	10,551	11,779
Roasted peanuts: (2006-289)						
United States. . . . .	( <sup>3</sup> )	( <sup>3</sup> )	( <sup>3</sup> )	661	871	796
China, mainland . . . . .	—	—	—	3,244	3,049	3,314
Taiwan . . . . .	—	—	—	773	108	18
Hong Kong . . . . .	—	—	—	877	254	618
Others. . . . .	—	—	—	557	508	192
Total . . . . .	—	—	—	6,112	4,790	4,938

Japan: Imports of Selected Fruit and Vegetable Items, Calendar 1973-78, by Country of Origin—Continued

Commodity and country	1973	1974	1975	1976	1977	1978
Nuts cont'd:	<i>Metric tons</i>					
Walnuts: (0805-200)						
United States . . . . .	100	65	116	605	341	425
Korea, Rep. of . . . . .	15	(2)	—	(2)	22	29
China . . . . .	601	689	470	493	777	806
India . . . . .	213	359	27	189	201	53
Others . . . . .	71	118	29	—	9	45
Total . . . . .	1,000	1,231	642	1,288	1,350	1,358
Other edible nuts: (0805-490)						
United States . . . . .	32	58	44	120	94	136
Iran . . . . .	712	981	798	962	1,152	800
China . . . . .	916	528	617	830	1,138	872
Korea, Rep. of . . . . .	8	4	29	65	97	125
Others . . . . .	26	(2)	14	54	70	2
Total . . . . .	1,694	1,564	1,502	2,031	2,551	2,015
Wine:	<i>1,000 liters</i>					
Grape wine, in containers greater than 150 liters capacity: (2205-210) <sup>1</sup>						
Spain . . . . .	1,099	5,899	2,527	2,776	2,680	1,000
Yugoslavia . . . . .	1,269	5,908	1,237	2,486	3,666	3,016
Bulgaria . . . . .	3,259	9,303	4,193	2,123	3,591	3,900
Argentina . . . . .	721	3,052	1,991	1,516	2,462	1,677
France . . . . .	1,284	1,359	589	312	282	262
Chile . . . . .	29	—	4	482	1,221	1,219
United States . . . . .	23	56	34	102	82	11
Others . . . . .	1,956	2,150	185	119	126	334
Total . . . . .	9,640	27,727	10,760	9,916	14,110	11,419
Grape wine, in containers less than 150 liters capacity: (2205-229)						
France . . . . .	3,682	4,291	2,031	2,690	3,581	2,768
West Germany . . . . .	1,180	1,546	1,288	2,107	2,659	2,817
Italy . . . . .	611	717	231	494	765	616
Spain . . . . .	257	677	370	237	358	489
Portugal . . . . .	222	164	89	88	183	124
United States . . . . .	209	375	428	285	375	403
Australia . . . . .	92	334	320	126	131	175
Others . . . . .	347	490	486	185	291	261
Total . . . . .	6,600	8,594	5,243	6,212	8,343	7,653
Champagne and other sparkling wines: (2205-100)						
Portugal . . . . .	438	788	1,155	1,393	1,814	1,225
France . . . . .	145	123	57	133	135	139
Spain . . . . .	14	21	37	35	45	84
United States . . . . .	5	15	16	24	15	37
West Germany . . . . .	20	14	11	24	12	11
Italy . . . . .	23	4	4	20	34	14
Others . . . . .	27	13	18	5	13	3
Total . . . . .	672	978	1,298	1,634	2,068	1,513

**Japan: Imports of Selected Fruit and Vegetable Items, Calendar 1973-78, by Country of Origin—Continued**

Commodity and country	1973	1974	1975	1976	1977	1978
<u>Wines cont'd:</u>	<i>1,000 liters</i>					
Sherry, port and other fortified grape wine, in containers less than 150 liters capacity: (20205-291) <sup>1</sup>						
Spain . . . . .	106	200	170	208	225	213
Portugal . . . . .	52	75	45	38	41	57
Australia . . . . .	30	47	15	8	10	10
United States. . . . .	9	3	—	—	—	2
Others. . . . .	12	17	17	2	31	4
Total . . . . .	209	342	247	256	307	286
Vermouth: (2206-00)						
Spain . . . . .	349	444	783	914	1,486	570
Italy . . . . .	951	1,379	552	403	450	236
France . . . . .	41	34	30	146	65	54
United States . . . . .	—	—	20	28	17	15
Others. . . . .	2	5	2	8	3	21
Total . . . . .	1,343	1,862	1,387	1,499	2,021	986
<u>Flowers:</u>	<i>Metric tons</i>					
Cut Flowers: (0603-000)						
Taiwan . . . . .	82	82	194	368	519	906
Thailand. . . . .	9	21	51	82	183	408
United States. . . . .	17	31	47	71	69	119
Brazil . . . . .	32	23	24	70	62	31
Spain . . . . .	4	2	3	13	13	6
Others . . . . .	31	28	36	49	99	154
Total . . . . .	175	187	355	653	945	1,624
Live plants (trees, shrubs, etc.): (0602-000)	<i>1,000 units</i>					
United States. . . . .	650	607	1,151	2,688	2,665	1,491
Thailand . . . . .	102	68	145	1,909	1,437	370
Netherlands . . . . .	803	1,126	433	312	235	407
Korea, Rep. of . . . . .	4,979	3,069	2,538	526	899	987
Taiwan . . . . .	1,366	493	350	180	150	528
Others . . . . .	708	300	307	278	392	971
Total . . . . .	8,608	5,663	4,924	5,893	5,778	4,754
Hops: (1206-100) <sup>1</sup>	<i>Metric tons</i>					
West Germany . . . . .	1,214	2,031	1,778	2,068	2,034	2,260
Czechoslovakia . . . . .	1,050	1,032	877	1,295	1,225	990
United States. . . . .	164	377	344	382	332	380
Yugoslavia . . . . .	226	235	242	45	20	76
China . . . . .	3	12	7	40	2	—
Others . . . . .	36	24	19	20	32	31
Total . . . . .	2,693	3,711	3,267	3,850	3,645	3,737

<sup>1</sup> Commodities classified according to the nomenclature of the Customs Cooperation Council. <sup>2</sup> Less than 1 MT. <sup>3</sup> Not separately classified. <sup>4</sup> Included in Other Frozen Vegetables category. <sup>5</sup> Does not include canned mushrooms, leguminous vegetables, peas, or bamboo shoots. <sup>6</sup> Japanese import statistics do not differentiate between single strength and concentrate juices. <sup>7</sup> Less than 1,000 liters.

Source: *Japan Exports and Imports*, Japan Tariff Association.

August 1979

Commodity Programs, FAS, USDA

**U.S. Market Shares of Selected Fresh and Processed Fruits and Vegetables, Calendar 1973-78**

Item	Calendar year	Japan imports from U.S.	U.S. market share	Total Japanese imports
		MT	Percent	MT
Fresh fruit:				
Avocados, mangoes, guavas . . . . .	1973	89	40	220
	1974	84	20	417
	1975	76	18	414
	1976	126	21	607
	1977	273	24	1,154
	1978	462	29	1,590
Berries . . . . .	1973	69	97	71
	1974	290	99	293
	1975	318	99	320
	1976	16	100	16
	1977	71	90	79
	1978	561	94	598
Grapes . . . . .	1973	662	64	1,034
	1974	683	74	919
	1975	1,292	98	1,312
	1976	1,538	98	1,562
	1977	970	98	994
	1978	1,784	99	1,795
Grapefruit . . . . .	1973	105,230	96	109,695
	1974	142,889	94	151,439
	1975	131,845	90	146,702
	1976	139,871	92	151,757
	1977	146,940	91	161,242
	1978	129,117	91	142,154
Lemons and Limes . . . . .	1973	91,114	99	91,268
	1974	92,944	99	92,976
	1975	63,805	99	64,051
	1976	92,768	100	92,768
	1977	104,663	99	104,684
	1978	116,892	99	116,945
Melons . . . . .	1973	(1)	—	(1)
	1974	(1)	—	(1)
	1975	(1)	—	(1)
	1976	1,681	83	2,036
	1977	1,846	76	2,427
	1978	4,206	80	5,286
Oranges . . . . .	1973	15,258	93	16,418
	1974	18,630	91	20,437
	1975	20,222	91	22,116
	1976	24,388	99	24,401
	1977	22,289	99	22,499
	1978	50,898	99	51,008
Pineapple . . . . .	1973	77	(2)	55,549
	1974	86	(2)	36,103
	1975	45	(2)	54,218
	1976	28	(2)	62,384
	1977	8	(2)	77,607
	1978	38	(2)	101,478

See footnotes at end of table.

U.S. Market Shares of Selected Fresh and Processed Fruits and Vegetables, Calendar 1973-78—Continued

Item	Calendar year	Japan imports from U.S.	U.S. market share	Total Japanese imports
		MT	Percent	MT
Fresh vegetables:				
Garlic . . . . .	1973	110	4	2,859
	1974	94	14	672
	1975	1,244	30	4,101
	1976	1,253	20	6,175
	1977	—	0	4,554
	1978	980	32	3,084
Lettuce . . . . .	1973	(3)		(3)
	1974	(3)		(3)
	1975	(3)		(3)
	1976	256	84	305
	1977	108	100	108
	1978	126	100	126
Onions . . . . .	1973	24,895	53	46,923
	1974	25,817	40	65,256
	1975	14,371	48	30,054
	1976	33,194	53	62,280
	1977	7,884	20	39,868
	1978	45,850	49	94,332
Other fresh vegetables . . . . .	1973	1,418	48	2,967
	1974	1,612	29	5,574
	1975	327	7	4,860
	1976	80	(2)	17,486
	1977	121	2	5,036
	1978	200	6	3,421
Canned fruits:				
Canned apricots . . . . .	1973	126	7	1,910
	1974	107	8	1,418
	1975	35	7	484
	1976	74	6	1,154
	1977	92	9	1,002
	1978	104	8	1,253
Canned cherries . . . . .	1973	270	23	1,155
	1974	94	35	266
	1975	158	78	202
	1976	272	60	453
	1977	452	69	658
	1978	620	79	784
Canned peaches . . . . .	1973	4,229	17	24,203
	1974	2,803	19	14,998
	1975	1,766	16	10,904
	1976	7,335	35	21,200
	1977	14,240	61	23,378
	1978	18,600	56	33,046
Canned pears . . . . .	1973	205	11	1,845
	1974	85	4	2,081
	1975	20	3	740
	1976	122	5	2,289
	1977	80	2	3,740
	1978	66	2	4,357

**U.S. Market Shares of Selected Fresh and Processed Fruits and Vegetables, Calendar 1973-78—Continued**

Item	Calendar year	Japan imports from U.S.	U.S. market share	Total Japanese imports
Canned fruits cont'd:				
Canned pineapple . . . . .	1973	2,006	9	23,099
	1974	306	1	23,630
	1975	22	(2)	7,909
	1976	169	1	13,755
	1977	269	1	20,388
	1978	395	2	24,266
Canned mixed fruit . . . . .	1973	2,636	77	3,403
	1974	2,832	79	3,600
	1975	1,072	63	1,710
	1976	1,687	65	2,596
	1977	2,566	67	3,823
	1978	3,266	61	5,388
Canned vegetables:				
Canned asparagus . . . . .	1973	66	2	3,089
	1974	79	2	4,200
	1975	7	(2)	2,002
	1976	27	2	1,672
	1977	31	1	2,764
	1978	50	2	2,045
Canned sweet corn . . . . .	1973	7,816	84	9,334
	1974	6,966	75	9,300
	1975	4,184	86	4,818
	1976	1,440	99	1,441
	1977	1,241	95	1,303
	1978	2,544	98	2,606
Canned tomatoes . . . . .	1973	140	7	2,140
	1974	298	5	5,570
	1975	58	4	1,585
	1976	49	2	2,595
	1977	42	(2)	5,279
	1978	81	1	6,001
Other canned vegetables . . . . .	1973	323	3	10,833
	1974	312	4	8,000
	1975	595	9	6,499
	1976	1,043	12	8,607
	1977	1,889	20	9,660
	1978	1,822	18	9,898
Other processed vegetables:				
Dried onions . . . . .	1973	249	20	1,256
	1974	449	30	1,520
	1975	1,059	51	2,078
	1976	1,178	67	1,771
	1977	1,294	86	1,498
	1978	1,529	71	2,144
Other dried vegetables . . . . .	1973	246	7	3,498
	1974	375	9	4,316
	1975	321	8	4,272
	1976	539	9	6,170
	1977	337	6	5,222
	1978	1,813	31	5,903

**U.S. Market Shares of Selected Fresh and Processed Fruits and Vegetables, Calendar 1973-78—Continued**

Item	Calendar year	Japan imports from U.S.	U.S. market share	Total Japanese imports
Other processed fruits and vegetables cont'd:				
Frozen leguminous .....	1973	MT ( <sup>4</sup> )	Percent	MT ( <sup>4</sup> )
	1974	( <sup>4</sup> )	—	( <sup>4</sup> )
	1975	( <sup>4</sup> )	—	( <sup>4</sup> )
	1976	9,933	39	25,473
	1977	8,139	26	31,017
	1978	7,665	22	34,336
Frozen pineapple.....	1973	34	( <sup>2</sup> )	22,250
	1974	132	1	11,100
	1975	14	( <sup>2</sup> )	5,130
	1976	3	( <sup>2</sup> )	8,310
	1977	378	3	13,441
	1978	156	( <sup>2</sup> )	28,788
Frozen potatoes .....	1973	( <sup>4</sup> )	—	( <sup>4</sup> )
	1974	( <sup>4</sup> )	—	( <sup>4</sup> )
	1975	( <sup>4</sup> )	—	( <sup>4</sup> )
	1976	5,617	94	5,970
	1977	8,275	93	8,851
	1978	14,873	91	16,403
Other frozen fruit .....	1973	51	3	1,663
	1974	301	11	2,811
	1975	573	23	2,537
	1976	2,375	31	7,684
	1977	1,727	25	6,945
	1978	2,174	30	7,241
Other frozen vegetables .....	1973	6,409	22	29,598
	1974	16,628	34	49,339
	1975	12,397	50	24,953
	1976	7,259	50	14,656
	1977	7,142	50	14,345
	1978	9,999	62	16,199
Fruit purees and pastes .....	1973	156	22	697
	1974	435	37	1,164
	1975	724	59	1,236
	1976	122	13	924
	1977	70	5	1,433
	1978	962	54	1,793
Jams .....	1973	228	4	6,008
	1974	236	3	7,222
	1975	275	4	7,332
	1976	352	4	7,875
	1977	364	5	6,628
	1978	534	9	6,264
Marmalades and fruit jellies .....	1973	177	27	644
	1974	153	25	611
	1975	184	37	499
	1976	215	30	707
	1977	195	27	712
	1978	260	38	691

U.S. Market Shares of Selected Fresh and Processed Fruits and Vegetables, Calendar 1973-78—Continued

Item	Calendar year	Japan imports from U.S.	U.S. market share	Total Japanese imports
Other processed fruits and vegetables cont'd:				
Potato flour, flakes, meal.....	1973	1,177	97	1,215
	1974	1,563	66	2,376
	1975	2,399	93	2,569
	1976	8,075	99	8,184
	1977	14,306	99	14,467
	1978	28,703	94	30,454
Tomato ketchup .....	1973	504	98	517
	1974	544	97	563
	1975	594	85	698
	1976	566	83	683
	1977	629	94	668
	1978	896	92	972
Tomato paste .....	1973	1,961	8	25,792
	1974	2,018	6	34,985
	1975	569	2	25,156
	1976	76	( <sup>2</sup> )	19,099
	1977	170	( <sup>2</sup> )	29,757
	1978	1,205	3	36,536
Tomato puree .....	1973	430	72	598
	1974	856	50	1,703
	1975	323	23	1,400
	1976	348	31	1,112
	1977	320	31	1,032
	1978	315	21	1,499
Tomato sauce .....	1973	55	95	58
	1974	86	99	87
	1975	121	98	124
	1976	168	100	168
	1977	201	100	201
	1978	253	100	253
Juices:		1,000 liters		1,000 liters
Grape juice .....	1973	443	77	575
	1974	638	78	810
	1975	445	67	665
	1976	350	95	368
	1977	1,135	99	1,151
	1978	389	67	581
Grapefruit juice .....	1973	( <sup>5</sup> )	—	( <sup>5</sup> )
	1974	( <sup>5</sup> )	—	( <sup>5</sup> )
	1975	( <sup>5</sup> )	—	( <sup>5</sup> )
	1976	557	93	601
	1977	961	87	1,103
	1978	1,283	95	1,344
Lemon juice .....	1973	652	74	883
	1974	533	73	728
	1975	466	61	762
	1976	807	65	1,244
	1977	707	69	1,026
	1978	884	62	1,419

**U.S. Market Shares of Selected Fresh and Processed Fruits and Vegetables, Calendar 1973-78—Continued**

Item	Calendar year	Japan imports from U.S.	U.S. market share	Total Japanese imports
Juices cont'd:		<i>1,000 liters</i>	<i>Percent</i>	<i>1,000 liters</i>
Orange juice .....	1973	469	96	487
	1974	779	88	882
	1975	595	93	641
	1976	1,200	82	1,465
	1977	1,244	87	1,438
	1978	1,116	71	1,581
Pineapple juice .....	1973	7	4	192
	1974	268	81	329
	1975	1	(2)	182
	1976	11	5	229
	1977	47	17	274
	1978	—	0	210
Other fruit juices.....	1973	457	75	613
	1974	989	76	1,300
	1975	1,246	49	2,567
	1976	260	21	1,249
	1977	172	88	196
	1978	180	89	203
Tomato juice.....	1973	581	86	672
	1974	352	76	464
	1975	225	77	294
	1976	130	95	137
	1977	164	77	213
	1978	372	91	408
Other vegetable juices .....	1973	3,926	99	3,950
	1974	7,671	99	7,767
	1975	746	97	768
	1976	3,039	99	3,046
	1977	1,159	100	1,159
	1978	1,883	99	1,897
Dried fruit:		<i>MT</i>		<i>MT</i>
Dates .....	1973	—	0	447
	1974	—	0	188
	1975	—	0	698
	1976	3	(2)	1,628
	1977	5	2	233
	1978	13	2	596
Figs .....	1973	120	75	160
	1974	---	0	42
	1975	21	18	115
	1976	11	44	25
	1977	18	100	18
	1978	68	62	109
Prunes .....	1973	767	69	1,117
	1974	735	78	946
	1975	744	88	848
	1976	1,412	85	1,662
	1977	1,063	82	1,300
	1978	2,290	95	2,412

U.S. Market Shares of Selected Fresh and Processed Fruits and Vegetables, Calendar 1973-78—Continued

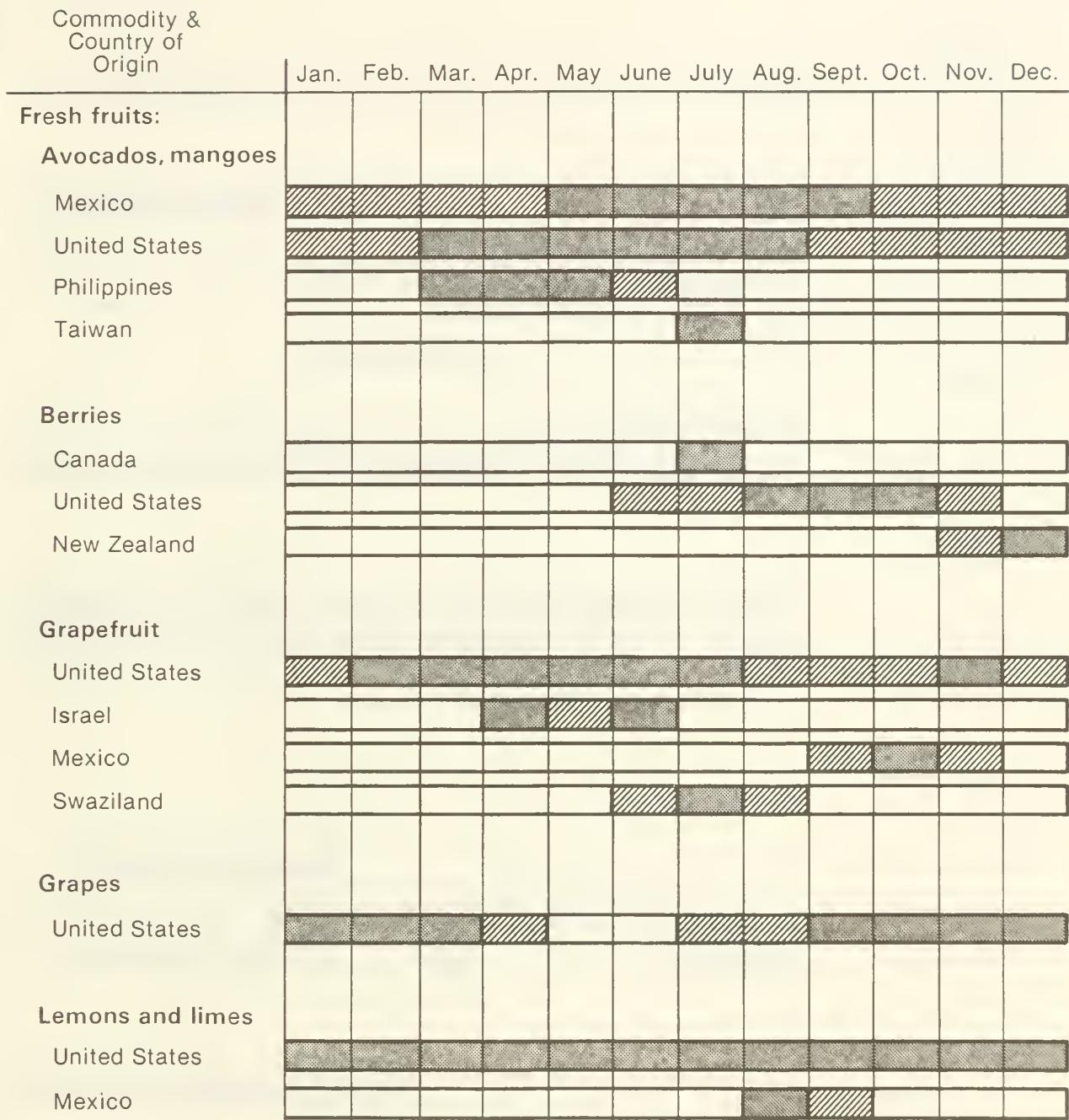
Items	Calendar year	Japan imports from U.S.	U.S. market share	Total Japanese imports
Dried fruit cont'd:			<i>MT</i>	<i>Percent</i>
Raisins .....	1973	4,457	22	20,268
	1974	10,768	73	14,734
	1975	17,191	75	23,042
	1976	21,404	80	26,912
	1977	8,211	43	19,041
	1978	16,188	70	23,208
Dried fruit, nec.....	1973	165	18	915
	1974	64	11	607
	1975	65	13	486
	1976	158	20	809
	1977	130	13	1,028
	1978	283	30	950
Nuts:				
Sweet almonds .....	1973	8,058	100	8,073
	1974	6,247	100	6,247
	1975	5,282	100	5,282
	1976	8,750	100	8,750
	1977	10,551	100	10,551
	1978	11,768	99	11,779
Roasted peanuts .....	1973	(1)	—	(1)
	1974	(1)	—	(1)
	1975	(1)	—	(1)
	1976	661	11	6,112
	1977	871	18	4,790
	1978	796	16	4,938
Walnuts .....	1973	100	10	1,000
	1974	65	5	1,231
	1975	116	18	642
	1976	605	47	1,288
	1977	341	25	1,350
	1978	425	31	1,358
Other edible nuts .....	1973	32	2	1,694
	1974	58	4	1,564
	1975	44	3	1,502
	1976	120	6	2,031
	1977	94	4	2,551
	1978	136	7	2,015
Wine:		<i>1,000 liters</i>		<i>1,000 liters</i>
Grape wine, greater than 150 liter containers .....	1973	23	(2)	9,640
	1974	56	(2)	27,727
	1975	34	(2)	10,760
	1976	102	1	9,916
	1977	82	(2)	14,110
	1978	11	(2)	11,419
Grape wine, less than 150 liter containers .....	1973	209	3	6,600
	1974	375	4	8,594
	1975	428	8	5,243
	1976	285	5	6,212
	1977	375	4	8,343
	1978	403	5	7,653

U.S. Market Shares of Selected Fresh and Processed Fruits and Vegetables, Calendar 1973-78—Continued

Item	Calendar year	Japan imports from U.S.	U.S. market share	Total Japanese imports
Wine cont'd:				
Champagne and other sparkling wines .....	1973	5	Percent ( <sup>2</sup> )	1,000 liters 672
	1974	15	2	978
	1975	16	1	1,298
	1976	24	1	1,634
	1977	15	( <sup>2</sup> )	2,068
	1978	37	2	1,513
Sherry, port, and other grape wines .....	1973	9	4	1,000 liters 209
	1974	3	( <sup>2</sup> )	342
	1975	—	0	247
	1976	—	0	256
	1977	—	0	307
	1978	2	( <sup>2</sup> )	286
Vermouth .....	1973	—	0	1,343
	1974	—	0	1,862
	1975	20	1	1,387
	1976	28	2	1,499
	1977	17	( <sup>2</sup> )	2,021
	1978	15	2	986
Flowers:				
Cut flowers .....	1973	17	1,000 units 10	1,000 units 175
	1974	31	17	187
	1975	47	13	355
	1976	71	11	653
	1977	69	7	945
	1978	119	7	1,624
Live plants .....	1973	650	8	8,608
	1974	607	11	5,663
	1975	1,151	23	4,924
	1976	2,688	46	5,893
	1977	2,665	46	5,778
	1978	1,491	31	4,754
Hops .....				
	1973	164	MT 6	MT 2,693
	1974	377	10	3,711
	1975	344	11	3,267
	1976	382	10	3,850
	1977	332	9	3,645
	1978	380	10	3,737

<sup>1</sup> Not separately classified. <sup>2</sup> Less than 1 percent. <sup>3</sup> Included in Other Fresh Vegetables category. <sup>4</sup> Included in Other Frozen Vegetables category. <sup>5</sup> Japanese import statistics do not differentiate between single-strength and concentrate juices.

## Normal Japanese Fresh Fruit and Vegetable Import Seasons, by Country of Origin<sup>1</sup>



Key:

 = least active period    = most active period    = no imports

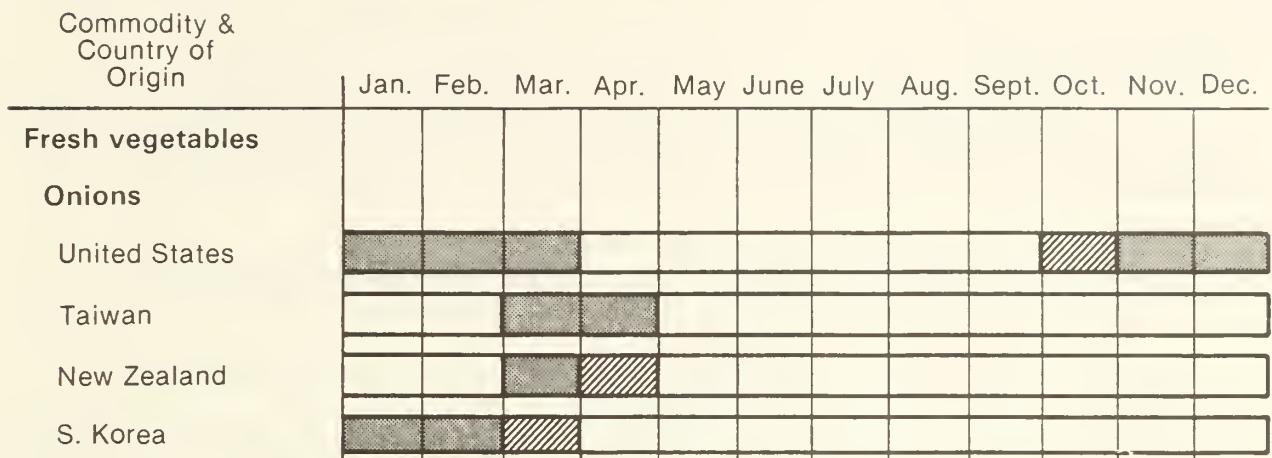
**Normal Japanese Fresh Fruit Vegetable  
Import Seasons, by Country of Origin<sup>1</sup> - Continued**

Commodity & Country of Origin	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
<b>Fresh fruits:</b>												
<b>Melons</b>												
United States	■■■■■					■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■
Mexico	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■							
New Zealand	■■■■■	■■■■■	■■■■■									
<b>Oranges</b>												
Taiwan	■■■■■	■■■■■										
United States	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■
<b>Pineapples</b>												
Philippines	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■
Taiwan	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■
United States	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■					
<b>Fresh Vegetables:</b>												
<b>Garlic</b>												
China, Mainland								■■■■■	■■■■■	■■■■■	■■■■■	■■■■■
China, Taiwan			■■■■■	■■■■■	■■■■■	■■■■■	■■■■■					
United States	■■■■■				■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■
<b>Lettuce</b>												
United States						■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■	■■■■■

Key:

■■■■■ = least active period ■■■■■ = most active period □ = no imports

## Normal Japanese Fresh Fruit and Vegetable Import Seasons, by Country of Origin<sup>1</sup> - Continued



Key:

 = least active period  
  = most active period  
  = no imports

<sup>1</sup>Based on official Japanese imports for 1978.

Source: *Japan: Exports and Imports*, published by the Japan Tariff Association.

August 1979

Commodity Programs, FAS, USDA

# Japanese Laws Affecting Importation of Fresh and Processed Fruits and Vegetables

## Plant Quarantine Law:

This law imposes restrictions on imports of fresh fruits and vegetables to prevent foreign plant diseases and injurious insects from entering the country. A few of these restrictions on plants and unprocessed plant materials include:

- (1) Must be imported through designated seaports and airports;
- (2) Must be accompanied by a federal phytosanitary certificate issued by the country of origin;
- (3) Must not be imported through the mail, except in small samples, commercial samples or through the parcel post; and
- (4) Those received through the mail must be reported to a Plant Protection Station for inspection.

Various fresh fruits and vegetables may not be imported due to certain insects. For a detailed list of plant quarantine restrictions applicable to fresh fruits and vegetables from the Continental United States and Hawaii, see pages 12 and 16. Under this law issued by the Japanese Ministry of Agriculture Forestry and Fisheries, each shipment of fruits, vegetables, plants, trees and bulbs must be inspected on arrival. If a shipment is found to be infected by injurious insects or diseases, quarantine authorities are empowered to reject part or all of the shipment, or require treatment of shipment.

Imports of nursery stock such as fruit trees, plants, and bulbs are also subject to inspection at the time of importation. Samples of each item are grown at national quarantine farms where careful testing is performed to detect the presence of plant diseases.

Japanese Ministry of Health and Welfare authorities inspect horticultural imports closely for the use of unauthorized chemicals and sprays or excessive residues of chemicals. The U.S. exporter should be sure that only authorized treatments are used in preparing items for export and that these are applied according to approved procedures. Even packaging materials are closely inspected.

## Japan Agricultural Standards (JAS) Law:

This law provides for standardization of container sizes and labelling requirements. Manufacturers must provide a minimum of information for the Japanese consumer. For example, added materials such as salt or food additives must be listed on the label by their most common name. Moreover, food is also subject to examination on a random basis.

## Food Sanitation Law:

This law protects Japanese consumers from inferior or tainted foods and beverages. It provides standards for safety evaluation of pesticide residues in food, standards for food additives, and restrictions on use of food additives.

Note: For further information regarding Japanese plant quarantine regulations on fresh fruits and vegetables, contact the Animal and Plant Health Inspection Service (APHIS). This agency also inspects fruit and vegetable shipments for export and issues phytosanitary certificates to meet the import requirements.

Animal & Plant Health Inspection Service  
Export Section of the Regulatory Support Staff  
Plant Protection and Quarantine Programs  
U.S. Department of Agriculture  
Hyattsville, MD 20782  
Telephone: (301) 432-8537

For information regarding the clearance of processed food products, the Foreign Agricultural Service (FAS) offers a label clearance service.

The procedure is as follows: send to FAS your label that indicates the ingredients of your product and FAS will then send it to the Agricultural Counselor in Tokyo for clearance from the proper Japanese authorities. A form with complete instructions is available. There is a \$5 charge per label.

You will be informed whether the product can be admitted or if approval might be given provided certain changes were made to the product. If changes are required, they are generally in regard to preservatives or additives.

For complete information on this service, contact:

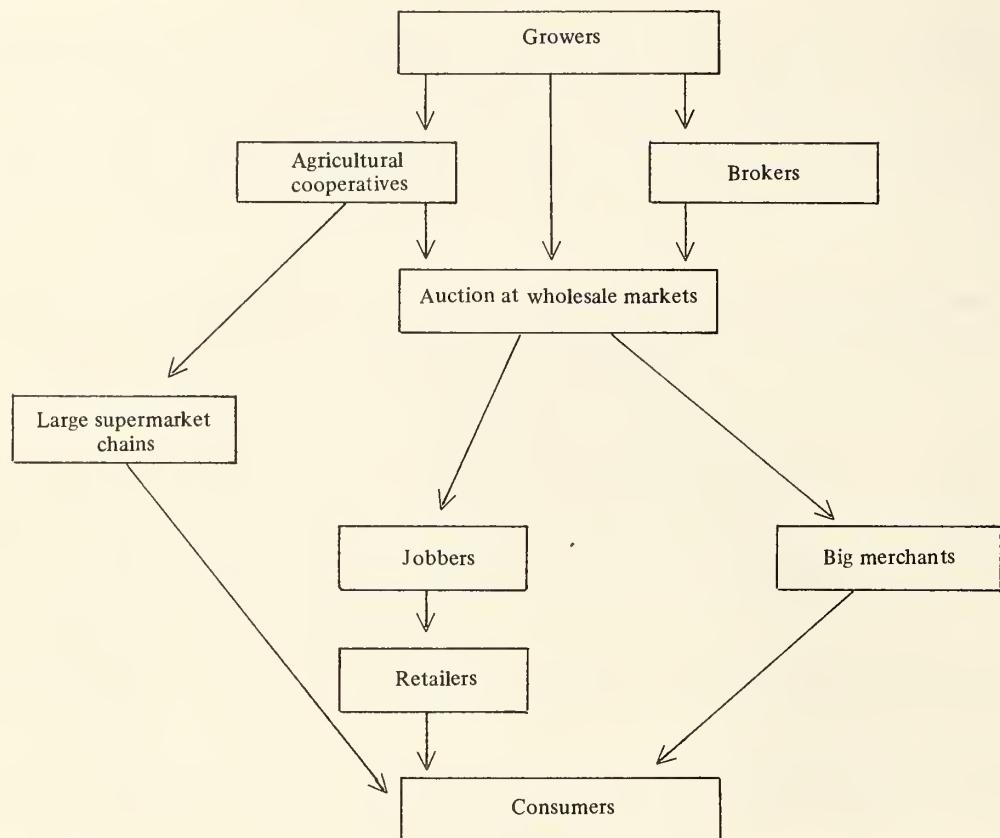
Coordinator  
New Products Testing System  
Export Trade Services Division  
Foreign Agricultural Service  
Washington, DC 20250  
Telephone: (202)447-2423

### **Japanese Distribution System**

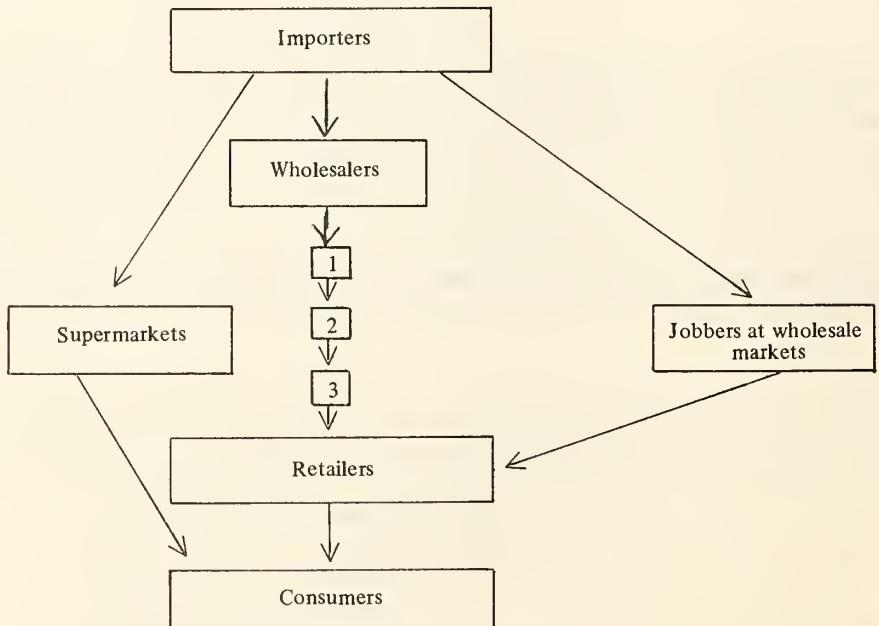
Before entering a foreign market, a new-to-market firm should understand the distribution system of the country involved. The distribution system in Japan is widely known to be long and complex, thereby adding substantially to the costs on fruit and vegetable items that the consumer ultimately pays. The Japanese wholesale system consists of three or more levels. In the past, trading companies were largely responsible for importing fruit and vegetable items. However, direct selling is becoming more accepted in an attempt by Japanese firms to lower distribution costs and to expedite the movement of imported items. Urban retail stores in Japan consist largely of neighborhood outlets ("mom and pop" stores) and large department stores. The following diagram illustrates the general distribution pattern for domestic and imported fresh fruits and vegetables.

**Japan: Diagram of the General Distribution Pattern of Fresh Fruits and Vegetables**

**DOMESTIC PRODUCTS:**



**IMPORTED PRODUCTS:**



Source: Based on information from the Japanese industry and arranged by the Office of the Agricultural Counselor, Tokyo.

To better understand the Japanese distribution system, the following example illustrates the costs involved in importing citrus—oranges, grapefruits, and lemons.

Example of Distribution and Pricing of Imported Fresh Citrus, 1978

Item	Oranges <sup>1</sup>	Grapefruit (Florida)	Lemons (California)
Fruit count per carton . . . . .	88 . . . . .	40 . . . . .	140 . . . . .
Port of arrival (yearly average c.i.f. price per carton) . . . . .	\$10.00 . . . . .	\$ 8.00 . . . . .	\$11.00 . . . . .
Import duty . . . . . (40% Dec.-May for oranges and grapefruit and 10% for lemons)	4.00 . . . . .	3.20 . . . . .	1.10 . . . . .
Total in dollars to this point . . . . .	\$14.00 . . . . .	\$11.20 . . . . .	\$12.10 . . . . .
(Yen equivalent—converted at an . . . . . <sup>2</sup> (¥2,970) . . . . . average exchange rate of ¥212.17 to \$1 for CY 1978)	(¥2,375) . . . . .	(¥2,565) . . . . .	
Miscellaneous expenses: ¥450 per . . . . . carton for unloading, warehousing, bank charges, etc.	¥ 450 . . . . .	¥ 450 . . . . .	¥ 450 . . . . .
Price to importer . . . . .	¥3,420 . . . . .	¥2,825 . . . . .	¥3,015 . . . . .
Importer's normal margin . . . . .	¥2,400 . . . . . (70%)	¥ 140 . . . . . (5%)	¥ 150 . . . . . (5%)
Price to primary wholesaler . . . . .	¥5,820 . . . . .	¥2,965 . . . . .	¥3,165 . . . . .
Primary wholesaler's markup . . . . .	5% . . . . .	5% . . . . .	5% . . . . .
Price to secondary wholesaler . . . . .	¥6,110 . . . . .	¥3,110 . . . . .	¥3,320 . . . . .
Secondary wholesaler's markup . . . . .	10% . . . . .	10% . . . . .	10% . . . . .
Price to retailer . . . . .	¥6,720 . . . . .	¥3,420 . . . . .	¥3,650 . . . . .
Retail price (per fruit) . . . . .	¥ 150 . . . . .	¥ 120 . . . . .	¥ 45 . . . . .
Equivalent amount per carton received by . . . . . retailer after deducting estimated 10% decay . .	¥11,850 . . . . . (\$55.85) . . . . .	¥4,320 . . . . . (\$20.35) . . . . .	¥5,670 . . . . . (\$26.70) . . . . .

<sup>1</sup> Oranges sold under a quota system. <sup>2</sup> ¥ represents yen.

Source: Prepared by the Office of the Agricultural Counselor, Tokyo.

# Japanese Fruit and Vegetable Importers, Associations, and Trading Companies (Partial Lists)

The following fruit and vegetable importers include: Fresh and processed fruit and vegetable importers and trading associations; juice importers; canned food importers; dried fruit importers; wine manufacturers and importers; and the offices of the major Japanese trading companies located in the United States and Japan. These lists are provided with the understanding that no guarantee of reliability is implied and no discrimination is intended by inadvertent omission of any firm from these lists.

## Fruit and Vegetable Importers and Associations (Partial List)

Name of Company	Address
C. Itoh & Co., Ltd.	4, Nihonbashi Honcho 2-chome, Chuo-ku, Tokyo (103)
Kanematsu-Gosho Co., Ltd.	14-1, Kiyobashi 2-chome, Chuo-ku, Tokyo (104)
Kasho Company, Ltd.	14-9, Nihonbashi 2-chome, Chuo-ku, Tokyo (103)
Marubeni Corp.	4-2, Ohtemachi 1-chome, Chiyoda-ku, Tokyo (100)
Mitsubishi Corp.	3-1, Marunouchi 2-chome, Chiyoda-ku, Tokyo (100)
Mitsui & Co., Ltd.	2-1, Ohtemachi 1-chome, Chiyoda-ku, Tokyo (100)
Nissho-Iwai Co., Ltd.	4-5, Akasaka 2-chome, Minato-ku, Tokyo (107)
Sumisho Fruit & Vegetables Co., Ltd.	Kandabashi Daiichi Bldg., 1, Kanda Nishiki-cho 1-chome, Chiyoda-ku, Tokyo (100)
Toshoku Co., Ltd.	4, Nihonbashi Muromachi 2-chome, Chuo-ku, Tokyo (103)
Toyo Menka Kaisha, Ltd.	Iino Bldg., 1-1, Uchisaiwai-cho, 2-chome, Chiyoda-ku, Tokyo (101)
UNICOOP JAPAN	Nokyo Bldg., 8-3, Ohtemachi 1-chome, Chiyoda-ku, Tokyo (100)
Fujii Hajime Co., Ltd.	8, Takara-cho 2-chome, Chuo-ku, Tokyo (104)
Urase & Co., Ltd.	2-8, Meguro Honmachi 4-chome, Meguro-ku, Tokyo (152)
Sumaru Boeki Co., Ltd.	7-7, Yushima 3-chome, Bunkyo-ku, Tokyo (113)
Tokyo Seika Co., Ltd.	14-1, Sotokanda 4-chome, Chiyoda-ku, Tokyo (101)
Toyota Tsusho Co., Ltd.	Yaesu Mitsui Bldg., 7, Yaesu 5-chome, Chuo-ku, Tokyo (103)
Kasho Co., Ltd.	14-9, Nihonbashi 2-chome, Chuo-ku, Tokyo (103)
Meidi-ya Co., Ltd.	4, Kyobashi 2-chome, Chuo-ku, Tokyo (104)
Nichimen Co., Ltd.	6, Takaracho 1-chome, Chuo-ku, Tokyo (104)
Pacific Trading Co., Ltd.	Rm. 767, Marunouchi Bldg., 4-1, Marunouchi 2-chome, Chiyoda-ku, Tokyo (100)
Tokyo Maruichi Shoji Co., Ltd.	16-9, Uchikanda 2-chome, Chiyoda-ku, Tokyo (101)
Shinyei Kaisha, Tokyo Branch Office	Daiwa Bank Shinbashi Bldg., 10-7, Shinbashi 1-chome, Minato-ku, Tokyo (105)
Yamaguchi Shoten, Ltd.	Daito Bldg., 3, Kanda Neribei-cho, Chiyoda-ku, Tokyo (100)

## Fruit and Vegetable Importers and Associations—Continued

Tokyo Daiichi Tsusho Kaisha, Ltd.	New Daito Bldg., 4th Floor, 3-3, Kanda Neribei-cho, Chiyoda-ku, Tokyo (100)
Seibu Seika Co., Ltd.	21-5, Takanodai 1-chome, Nerima-ku, Tokyo (177)
Tobu 4th Foods Sec., K. K. Daiei	22-17, Nishi Gotanda 7-chome, Shinagawa-ku, Tokyo (141)
Toshin Trading Co., Ltd.	Takeya Bldg., 13, Soto-Kanda 2-chome, Chiyoda-ku, Tokyo (101)
Kinokuniya Supermarket Co., Ltd.	11-7, Kita-Aoyama 3-chome, Minato-ku, Tokyo (107)
Osaka Nambu Godo Seika K. K.	744-1, Nakamura-cho, Sakai-shi, Osaka (591)
Kyoto Seika Godo Co., Ltd.	Shiyuchi Suzyaku Bunki-cho, Shimokyo-ku, Kyoto (600)
Tominaga Boeki Kaisha, Ltd.	5, Goko-dori 5-chome, Fukiai-ku, Kobe (651)
Universal Foods Co., Ltd.	18, Minami-Aoyama 4-chome, Minato-ku, Tokyo (107)
Sanyo International Inc.	Rm. 706, Kairaku Bldg., Shin-Ueno, 19-12, Higashi Ueno 1-chome, Taito-ku, Tokyo (110)
Chatani Sangyo Co., Ltd.	Sanwa Bank Bldg., 55, Kawara-machi 2-chome, Higashi-ku, Osaka (541)
Nakamito Shoji Kaisha, Ltd.	8-3, Azuma-dori 1-chome, Fukiai-ku, Kobe (651)
Ueya Boeki Co., Ltd.	1-23, Goko-dori 3-chome, Fukiai-ku, Kobe (651)
United Produce Co., Ltd.	Sakamoto Bldg., 8-8, Shibaura 2-chome, Minato-ku, Tokyo (108)
Associations	<b>Address</b>
Japan Fresh Fruit and Vegetable Imports Managerial Association	Azuma Bldg., 7, Honcho 1-chome, Yokohama-shi
Japan Citrus Importers Association	8, Takara-cho 2-chome, Chuo-ku, Tokyo (104)

## Juice Importers (Partial List)

### A. Fruit Juice, Excluding Orange and Pineapple Juice

Name of Company	Address
C. Itoh & Co., Ltd.	2-4, Nihonbashi Honcho, Chuo-ku, Tokyo (103)
Kasho Co., Ltd.	14-9, Nihonbashi 2-chome, Chuo-ku, Tokyo (103)
Taiheiyo Boeki Co., Ltd. (Import Sec.)	Rm. 767, Marunouchi Bldg., Marunouchi 2-4-1, Chiyoda-ku, Tokyo (100)
Takara Shoji K. K. (Foodstuff Sec.)	1-9-19, Kanda Kajicho, Chiyoda-ku, Tokyo (103)
Toshoku Ltd. (Provisions Dept.)	4, Nihonbashi Muromachi 2-chome, Chuo-ku, Tokyo (103)
Nissho-Iwai Co., Ltd.	4-5, Akasaka 2-chome, Minato-ku, Tokyo (107)
Mitsubishi Corp.	2-3-1, Marumouchi, Chiyoda-ku, Tokyo (100)
Ichibo Traders, Ltd. (Provisions Dept.)	Ginyu Bldg., 13-12, 1-chome, Ginza Chuo-ku, Tokyo (104)
Nisshou Co., Ltd.	41, Kamiya-cho, Kita-ku, Osaka (530)

## Juice Importers—Continued

### A. Fruit Juice, Excluding Orange and Pineapple Juice—Continued

Royal Overseas (Japan), Ltd.	Nakaba Bldg., 34, Honmura-cho, Ichigaya, Shinjuku-ku, Tokyo (162)
Wilbur-Ellis Co., (Japan) Ltd.	4-1, 10-chome, Yuraku-cho, Chiyoda-ku, Tokyo (100)
Kowa Shoji Co., Ltd.	Takada Bldg., Kayaba-cho, Nihonbashi, Chuo-ku, Tokyo (103)
Takashimaya Co., Ltd.	4-1, Nihonbashi 2-chome, Chuo-ku, Tokyo (103)
Takano Shoten Co., Ltd.	3-26, Shinjuku, Tokyo (160)
Toyoda Tsusho Co., Ltd.	7, Yaesu 5-chome, Chuo-ku, Tokyo (104)
Dodwell & Co., Ltd.	Togin Bldg., 4-2, Marunouchi 1-chome, Chiyoda-ku, Tokyo (100)

### B. All Fruit Juices (Hotel Quota Holders)

Suzuki & Co., Ltd.	15-19, Hongo 2-chome, Bunkyo-ku, Tokyo (113)
Nishimoto Trading Co., Ltd. (Import Sec.)	2-14, Soto-Kanda 3-chome, Chiyoda-ku, Tokyo (101)
Mitsui & Co., Ltd. (Imported Foods Sec.)	2-1, Ohtemachi 1-chome, Chiyoda-ku, Tokyo (105)
Million Trading Co., Ltd. (Import Sec.)	15-2, 1-chome, Shinkawa, Chuo-ku, Tokyo (104)
Meidi-ya Co., Ltd. (Foreign Trade Dept.)	4, Kyobashi, 2-chome, Chuo-ku, Tokyo (104)
Marumoto Trading Co., Ltd.	1-19, Kanda Awaji-cho, Chiyoda-ku, Tokyo (101)
Tokiwa Trading Co., Ltd.	Ginsen Bldg., 8-2, Moto Asakusa 1-chome, Taito-ku, Tokyo (111)
Jardine, Matheson & Co., (Japan) Ltd.	Central P.O. Box 282, Tokyo (100-91)
Minato Shokai Ltd.	2-30-6, Shiba, Minato-ku, Tokyo (105)

### Canned Food Importers (Partial List)

C. Itoh & Co., Ltd.	4, Nihonbashi Honcho 2-chome, Chuo-ku, Tokyo (103)
Imanaka Ltd., Tokyo	Shufuno-Tomo Bldg., No. 1, 6, Kanda Surugadai 1-chome, Chiyoda-ku, Tokyo (101)
Marubeni Corp.	4-2, Ohtemachi 1-chome, Chiyoda-ku, Tokyo (100)
Mitsubishi Corp.	3-1, Marunouchi 2-chome, Chiyoda-ku, Tokyo (100)
Mitsui & Co., Ltd.	2-1, Ohtemachi 1-chome, Chiyoda-ku, Tokyu (100)
Nichimen Co., Ltd.	6, Takara-cho 1-chome, Chuo-ku, Tokyo (103)
Nippon Reizo K. K.	5-7, Minato 3-chome, Chuo-ku, Tokyo (104)
Suzuki & Co., Ltd.	15-19, Hongo 2-chome, Bunkyo-ku, Tokyo (113)
Taiyo Gyogyo K. K.	1-2, Ohtemachi 1-chome, Chiyoda-ku, Tokyo (100)
Tokyo Maruichi Shoji Co., Ltd.	16-9, Uchikanda 2-chome, Chiyoda-ku, Tokyo (100)
Toshoku Ltd.	4, Nihonbashi Muromachi 2-chome, Chuo-ku, Tokyo (103)
Toyo Menka Kaisha, Ltd.	Iino Bldg., 1-1, Uchisaiwai-cho, 2-chome, Chiyoda-ku, Tokyo (100)

### Canned Food Importers—Continued

Yuasa Ltd.	No. 25 Kowa Bldg., 8-7, Sanbancho, Chiyoda-ku, Tokyo (102)
Western Agencies	Hoei Bldg., 4th Floor, 1-22, Shinmachi Minami Dori, Nishi-ku, Osaka
Nisshoku Co., Ltd.	41, Kamiya-cho, Kita-ku, Osaka (530)

### Members of the Japan Dried Fruit Importers Association

Kasho Co., Ltd.	3, 2-chome Edobashi, Nihonbashi, Chuo-ku, Tokyo (103)
Mitsui & Co., Ltd.	2-1, Ohtemachi 1-chome, Chiyoda-ku, Tokyo (100)
Mitsubishi Corp.	2-3-1, Marunouchi, Chiyoda-ku, Tokyo (100)
C. Itoh & Co., Ltd.	4, 2-chome, Honcho Nihonbashi, Chuo-ku, Tokyo (103)
Iwai & Co., Ltd.	6, 3-chome, Edobashi Nihonbashi, Chuo-ku, Tokyo (103)
Kanematsu Gosho Ltd.	14-1, Kyobashi 2-chome, Chuo-ku, Tokyo (104)
Shoei Food Industrial Co., Ltd.	7, 5-chome, Akihabara, Taito-ku, Tokyo (110)
Sumitomo Corp.	Daini Nishikicho Bldg., 3-24-1, Kanda Nihikicho, Chiyoda-ku, Tokyo (100)
Toshoku Ltd.	Mitsui Annex, 4, 2-chome, Muromachi, Nihonbashi, Chuo-ku, Tokyo (103)
Toyo Menka Kaisha, Ltd.	Iino Bldg., 1-1, Uchisaiwai-cho 2-chome, Chiyoda-ku, Tokyo (100)
Nisso-Iwai Co., Ltd.	4-5, Akasaka 2-chome, Minato-ku, Tokyo (107)
Nichimen Co., Ltd.	6, 1-chome, Takaracho, Chuo-ku, Tokyo (104)
Marubeni Corp.	4-2, 1-chome, Ohtemachi, Chiyoda-ku, Tokyo (100)
Nozaki & Co., Ltd.	16-19, Ginza 7-chome, Chuo-ku, Tokyo (104)
Nippon Trading Co.	Bridgestone Building, 1, 1-chome, Kyobashi, Chuo-ku, Tokyo (104)
Meidi-Ya Co., Ltd.	4, 2-chome, Kyobashi, Chuo-ku, Tokyo (104)
Katoh & Co., Ltd.	Mitsui Building, 1, 2-chome, Muromachi, Nihonbashi, Chuo-ku, Tokyo (103)
Kowa Trading Co., Ltd.	4, 2-chome, Kayaba-cho, Nihonbashi, Chuo-ku, Tokyo (103)
Kokubu & Co., Ltd.	1-1-1, Nihonbashi, Chuo-ku, Tokyo (103)
Toei Trading Co., Ltd.	1-12, 3-chome, Soto-Kanda, Chiyoda-ku, Tokyo (101)
Tokyo Maruichi Shoji Co., Ltd.	16-9, Uchikanda 2-chome, Chiyoda-ku, Tokyo (101)
Nishimoto Trading Co., Ltd.	2-14, Soto Kanda 3-chome, Chiyoda-ku, Tokyo (101)
Nichiryo Ltd.	2-1, Azabudai 2-chome, Minato-ku, Tokyo (106)
Horiuchi Trading Co., Ltd.	9, Kanda Mitoshiro-cho, Chiyoda-ku, Tokyo (101)
Miyako Trading Co., Ltd.	Nakaizumi Building, 2, 7-chome, Ginza, Chuo-ku, Tokyo (104)

## **Members of the Japan Dried Fruit Importers Association—Continued**

Royal Overseas (Japan), Ltd.	Nakaba Bldg., 34, Honmura-cho, Ichigaya, Shinjuku-ku, Tokyo (162)
Nippon Coffee Trading Co., Ltd.	Shin Meikei Bldg., 3-3-1, Ohtsuka, Bunkyo-ku, Tokyo (112)
Kinko Trading Co., Ltd.	1, 1-chome, Hashimoto-cho, Kanagawa-ku, Yokohama-city (221)

## **Wine Manufacturers and Importers**

### **A. Manufacturers (End Users of Bulk Wine)**

Mann's Wine Co., Ltd.	3, Nihonbashi Koami-cho, 3-chome, Chuo-ku, Tokyo (103) Tel. 669-0844
Suntory, Ltd.	1-1, Dojimahama-dori 2-chome, Kita-ku, Osaka (530) Tel. 06-346-1131
Takara Shuzo Co., Ltd.	Nissei Bldg., Shijo-Higashinotoin, Shimokyo-ku, Kyoto (600) Tel. 075-211-7131
Sanraku-Ocean Co., Ltd.	7, Takara-cho, 1-chome, Chuo-ku, Tokyo (104) Tel. 562-1211
Godo Shusei Co., Ltd.	2-10, Ginza 6-chome, Chuo-ku, Tokyo (104) Tel. 571-8641
Tokachi Wine	Ideda-machi, Nakagawa-gun, Tokachi, Hokkaido (083) Tel. 2-2367 Tokyo office: Tokachi Co., Ltd. Tel. 271-0971
Sagamihara Wine (M. Gueymard Wine)	4-1-11 Ohnodai Sagamihara City, Kanagawa Prefecture (229) Tel. 0427-52-2364
Sadoya Jyozoshou	3-chome, Kitaguchi, Kofu City, Yamanashi Prefecture (400) Tel. 0552-53-4114
Kyowa Hakko Kogyo Co., Ltd.	6-1, 1-chome, Ohte-machi, Chiyoda-ku, Tokyo (100) Tel. 05532-2-1511

### **B. Importers**

Meidi-ya Co., Ltd.	4, Kyobashi 2-chome, Chuo-ku, Tokyo (104) Tel. 05532-2-1511
Jardine Matheson & Co., Ltd.	1-3-12, Nishi Shinbashi, Minato-ku, Tokyo (105) Tel. 502-1421
Dodwell & Co., Ltd.	Annex Hall, 16th Kowa Bldg., 1-9-20, Akasaka, Minato-ku, Tokyo (107) Tel. 584-2351
Kanematsu-Gosho Ltd.	5, 2-chome, Takaracho, Chuo-ku, Tokyo (104) Tel. 562-8111
Tokyo Maruichi Shoji Co., Ltd.	16-9, Uchikanda 2-chome, Chiyoda-ku, Tokyo (101) Tel. 256-1111

## Wine Manufacturers and Importers—Continued

### B. Importers—Continued

T. Chatani & Co., Ltd.	Sanwa Bldg., 55, Kawara-machi 2-chome, Higashi-ku, Osaka Tel. 06-271-2101
Kirin-Seagram Co., Ltd.	6th Floor Daiwa Yaesu Bldg., 10, 1-chome, Kyobashi, Chuo-ku, Tokyo (104) Tel. 272-2121
Asahi Breweries, Ltd.	3-1, Kyobashi, Chuo-ku, Tokyo (104) Tel. 567-5111
Koami Co., Ltd.	3-2, Koami-cho, Nihonbashi, Chuo-ku, Tokyo (103)
Nichimen Co., Ltd.	1-6, Takara-cho, Chuo-ku, Tokyo (104) Tel. 566-2783
Heublein (Japan), Ltd.	Mita Kokusai Bldg., 1-4-28, Mita, Minato-ku, Tokyo (105) Tel. 403-7916/7
Schmidt Ltd.	2-8, Uchikanda 1-chome, Chiyoda-ku, Tokyo (101) Tel. 293-6661/5
Nihon Shurui Hanbai Co., Ltd.	4-3, Yaesu, Chuo-ku, Tokyo (103) Tel. 273-1751
Union Food Co., Ltd.	1-16, Kayaba-cho, Nihonbashi, Chuo-ku, Tokyo (103) Tel. 669-3876
Zimmerman Trading Co., Ltd.	Nielsen Bldg., 1-1-71, Naka-Meguro, Meguro-ku, Tokyo (153) Tel. 710-8101/5
Mitsubishi Corporation	2-3-1, Marunouchi, Chiyoda-ku, Tokyo (100) Tel. 210-6411
Caldbeck Corp.	Hanjomon Bldg., 2-7, Kojimachi, Chiyoda-ku, Tokyo (102) Tel. 263-9181
Shigematsu Trading Co., Ltd.	2-56, Koraibashi, Higashi-ku, Osaka (541)
Daikyu Yokoyama Co., Ltd.	45, Bungo-cho, Higashi-ku, Osaka (541)
Nisshoku Co., Ltd.	Ginsen Bldg., 1-8-2, Moto-Asakusa, Taito-ku, Tokyo (111) Tel. 845-1001

### Major Japanese Trading Companies with Offices in the United States and Japan (Partial List)

#### 1. C. ITOH & CO. (AMERICA), INC.

New York	270 Park Avenue, New York, N.Y. 10017 (212) 953-5200
Chicago	200 E. Randolph Drive, Suite 5500, Chicago, Ill. 60601 (312) 861-6600
Los Angeles	555 South Flower Street, Suite 3656, Los Angeles, Calif. 90071 (213) 687-0610

### **Major Japanese Trading Companies with Offices in the United States and Japan—Continued**

Portland	1165 Benjamin Franklin Plaza, One S.W. Columbia Street, Portland, Oreg. 97201 (503) 227-6694
San Francisco	Suite 920, The Alcoa Bldg., One Maritime Plaza, San Francisco, Calif. 94111 (415) 391-2510
Seattle	3001 Bank of California Center, 900 Fourth Avenue, Seattle, Wash. 98164 (206) 623-3764
Pittsburgh	Suite 2945, 600 Grant, Pittsburgh, Pa. 15219 (412) 471-0570 .
Houston	Suite 1500, First City East Bldg., 1111 Fannin Street, Houston, Tex. 77002 (713) 651-0043
Dallas	Rm. 1219, Cotton Exchange Bldg., 608 N. St. & Paul St., Dallas, Tex. 75202 (214) 741-4028
Osaka	C. Itoh & Co., Ltd. 36, 2-chome, Honcho Higashi-ku, Osaka (06) 241-2121
Tokyo	C. Itoh & Co., Ltd. 4, 2-chome, Honcho, Nihonbashi, Chuo-ku, Osaka 639-5111

### **2. OKURA & CO. (AMERICA), INC.**

New York	One World Trade Center, Suite 3455, New York, N.Y. 10048 (212) 432-9460
Los Angeles	510 West Sixth Street, Los Angeles, Calif. 90014 (213) 627-5982
Portland	707 S.W. Washington Street, Portland, Oreg. 97205 (503) 228-1343
Chicago	R. 337, O'Hare Office Bldg., 10400 W. Higgins Rd., Rosemont, Ill. 60018 (312) 299-8858
Houston	777 S. Post Oak, Suite 901, Houston, Tex. 77056 (713) 621-7323
Tokyo	Okura Shoji Co., Ltd. 3-6, 2-chome, Ginza, Chyo-ku, Tokyo 563-6111

### **3. KANEMATSU-GOSHO (U.S.A.), INC.**

New York	One World Trade Center, Suite 4811, New York, N.Y. 10048 (212) 432-0900
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### **Major Japanese Trading Companies with Offices in the United States and Japan—Continued**

Chicago	543 West Algonquin Road, Arlington Heights, Ill. 60005 (312) 437-7010
Portland	3331 First National Bank Tower, 1300 S.W. Fifth Avenue, Portland, Oreg. 97201 (503) 224-7755
San Francisco	350 California St., San Francisco, Calif. 94104 (415) 783-3800
Dallas	420 Cotton Exchange Bldg., Dallas, Tex. 75201 (214) 742-2342
Detroit	3155 W. Big Beaver Road, Suite 209, Troy, Mich. 48084 (313) 643-7885
Tokyo	Kanematsu-Gosho Co., Ltd. 2-14 Kyobashi, Chuo-ku, Tokyo 562-8111

#### **4. UNICOOP JAPAN, LTD.**

New York	Suite 5301, One World Trade Center, New York, N.Y. 10048 (212) 432-1080
Los Angeles	Rm. 320, 510 West Sixth Street, Los Angeles, Calif. 90014 (213) 622-2266
Tokyo	Kumiai Boeki (UNICOOP), Ltd. c/o Nokyo Bldg., 5, 1-chome, Otemachi, Chiyoda-ku, Tokyo 270-0044

#### **5. SUMITOMO CORPORATION OF AMERICA**

New York	345 Park Avenue, New York, N.Y. 10022 (212) 935-7000
Chicago	875 N. Michigan Avenue, Suite 3818, Chicago, Ill. 60611 (312) 649-5000
Portland	3108 First National Bank Tower, 1300 S.W. 5th Avenue, Portland, Oreg. 97220 (503) 226-3271
San Francisco	One California Street, Suite 630, San Francisco, Calif. 94111 (415) 392-7790
Detroit	Suite 406, 26500 Northwestern Highway, Southfield, Mich. 48076 (313) 353-2320
Dallas	Rm. 315, Cotton Exchange Bldg., Dallas, Tex. 75201 (214) 742-8104
Seattle	3101 Bank of California Center, 900 Fourth Avenue, Seattle, Wash. 98164 (206) 623-5270

**Major Japanese Trading Companies with Offices in the United States and Japan—Continued**

Houston	1100 Milam Bldg., Suite 3434, Houston, Tex. 77002 (713) 658-1717
Osaka	Sumitomo Corporation c/o Shin-Sumitomo Bldg., 15, 5-chome Kitahama, Higashi-ku, Osaka (06) 220-6818
Tokyo	Sumitomo Corporation 24-1, Kandanishikicho 3-chome, Chiyoda-ku, Tokyo 296-3884

**6. DAIMARU NEW YORK CORP.**

New York	1114 Avenue of the Americas, Suite 802, New York, N.Y. 10036 (212) 575-0820
Osaka	Daimaru Kogyo Co., Ltd. 27, 4-chome, Kita-Kyohoji-cho, Higashi-ku, Osaka (06) 788-8381
Tokyo	Daimaru Kogyo Co., Ltd. 10-9, 2-chome, Ginza, Chuo-ku, Tokyo 544-9090

**7. TOSHOKU (AMERICA), INC.**

New York	551 5th Avenue, New York, N.Y. 10017 (212) 661-5400
San Francisco	Merchants Exchange Bldg., 465 California Street, San Francisco, Calif. 94104 (415) 986-5622
Portland	1 S.W. Columbia Street, Suite 950, Portland, Oreg. 97258 (503) 228-3193
Tokyo	Toshoku Co., Ltd. 4, 2-chome, Muromachi, Nihonbashi, Chuo-ku, Tokyo 245-2211

**8. TOYOMENKA (AMERICA), INC.**

New York	Suite 411, One World Trade Center Bldg., New York, N.Y. 10048 (212) 466-4600
Chicago	2420 John Hancock Center, 875 North Michigan Avenue, Chicago, Ill. 60611 (312) 751-1050
San Francisco	Rm. 2550 Alcoa Bldg., 1 Maritime Plaza, Golden Gateway Center, San Francisco, Calif. 94111 (415) 788-3400
Los Angeles	455 Figueroa Street, Los Angeles, Calif. 90071 (213) 624-7581

## Major Japanese Trading Companies with Offices in the United States and Japan—Continued

Osaka	Toyo Menka Kaisha, Ltd. 64, 2-chome, Kawa-machi, Higashi-ku, Osaka (06) 208-3531
Tokyo	Toyo Menka Kaisha, Ltd. Iino Bldg., 1-1, Uchisaiwai-cho, 2-chome, Chiyoda-ku, Tokyo 506-3407
	Tokyo Boeki Kaikan, Ohtemachi, Chiyoda-ku, Tokyo 218-8781

### 9. NISSHO-IWAI AMERICAN CORP.

New York	1211 Avenue of the Americas, New York, N.Y. 10036
San Francisco	120 Montgomery Street, San Francisco, Calif. 94104 (415) 421-7200
Portland	3508 First National Bank Tower, 1300 S.W. Fifth Avenue, Portland, Oreg. 97201 (503) 226-7361
Seattle	1301 5th Avenue, Suite 3011, Seattle, Wash. 98101 (206) 622-4810
Chicago	7424 Standard Oil Bldg., 200 E. Randolph Dr., Chicago, Ill. 60601 (312) 861-1170
Houston	3200 One Allen Center, 500 Dallas Street, Houston, Tex. 77002 (713) 658-0656
Detroit	26711 Northwestern Hwy, Suite 216, Southfield, Mich. 48034 (313) 358-5400
St. Louis	Suite 914, 500 Northwest Plaza, St. Ann, Mo. 63074 (314) 291-5120
Anchorage	Union Oil Bldg., Suite 130, 909 West 9th Avenue, Anchorage, Alaska 99501 (907) 272-1511
Osaka	Nissho-Iwai Co., Ltd. 30, 3-chome, Imabashi Higashi-ku, Osaka (06) 209-2011
Tokyo	Nissho-Iwai Co., Ltd. 4-5, 2-chome, Akasaka, Minato-ku, Tokyo 588-2111

### 10. NICHIMEN CO., INC.

New York	1185 Avenue of the Americas, New York, N.Y. 10036 (212) 489-7000
Chicago	6 North Michigan Avenue, Chicago, Ill. 60602 (312) 346-9339

### **Major Japanese Trading Companies with Offices in the United States and Japan—Continued**

Los Angeles	14th Fl., Occidental Center, 1150 South Olive Street, Los Angeles, Calif. 90015 (213) 749-9201
Portland	One S.W. Columbia Street, Suite 1430, Portland, Oreg. 97258 (503) 228-7559
San Francisco	Rm. 1450, 14th Fl., Russ Bldg., 235 Montgomery Street, San Francisco, Calif. 94104 (415) 981-0650
Seattle	2808 Bank of California Center, Seattle, Wash. 98104 (206) 624-0320
<b>Osaka</b>	Nichimen Co., Ltd. 15, 2-chome, Nakanoshima, Kita-ku, Osaka (06) 202-2271
<b>Tokyo</b>	Nichimen Co., Ltd. 6, 1-chome, Takara-cho, Chuo-ku, Tokyo 566-2111

#### **11. NOMURA (AMERICA) CORP.**

New York	61 Broadway Street, New York, N.Y. 10006 (212) 269-3000
Los Angeles	510 West 6th Street, Los Angeles, Calif. 90014 (213) 623-4204
<b>Osaka</b>	Nomura Boeki Co. 30, 2-chome, Bingo-cho, Higashi-ku, Osaka (06) 268-8321
<b>Tokyo</b>	Nomura Boeki Co. Shin-Yaesu Bldg., 4-chome, Yaesu, Chuo-ku, Tokyo 277-4511

#### **12. MARUBENI (AMERICA) CORP.**

New York	42nd Floor, Pan American Bldg., 200 Park Avenue, New York, N.Y. 10017 (212) 973-6500
Chicago	One IBM Plaza, Suite 4000, Chicago, Ill. 60611 (312) 527-3800
Los Angeles	One Wilshire Bldg., 624 South Grand Avenue, Los Angeles, Calif. 90017 (213) 972-2700
Portland	2005 S.W. Market Street, Suite 1408, Portland, Oreg. 97201 (503) 224-3760
San Francisco	31st Floor, Hartford Bldg., 650 California Street, San Francisco, Calif. 94108 (415) 433-4550

### **Major Japanese Trading Companies with Offices in the United States and Japan—Continued**

Houston	3700 Two Houston Center, Houston, Tex. 77002 (713) 654-4000
Detroit	3000 Town Center, Suite 2040, Southfield, Mich. 48075 (313) 353-7060
St. Louis	500 Northwest Plaza, Suite 815, St. Ann, Mo. 63074 (314) 291-1127
Osaka	Marubeni Corp. 3-3, Honmachi, Higashi-ku, Osaka (06) 266-4307
Tokyo	Marubeni Corp. 4-2, 1-chome, Otemachi, Chiyoda-ku, Tokyo 282-2111

### **13. MITSUI & CO. (U.S.A.), INC.**

New York	Pan American Bldg., 200 Park Avenue, New York, N.Y. 10017 (212) 973-4600
Chicago	28 Fl. Time-Life Bldg., 303 East Ohio Street, Chicago, Ill. 60611 (312) 644-1470
Los Angeles	611 West 6th Street, Los Angeles, Calif. 90017 (213) 972-2500
Portland	2929 First National Bank Tower, 1300 S.W. Fifth Avenue, Portland, Oreg. 97201 (503) 226-3546
San Francisco	One California Street, Suite 3000, San Francisco, Calif. 94111 (415) 981-2277
Seattle	Rm. 2201, Seattle-First National Bank Bldg., 1001 4th Avenue, Seattle, Wash. 98154 (206) 223-5604
Houston	5000 One Shell Plaza, Houston, Tex. 77002 (713) 236-6100
Detroit	Southfield Office Plaza, Rm. 351, 17117 W. Nine Mile Road, Southfield, Mich. 48075 (313) 559-5700
Cleveland	1100 Superior Avenue, Suite 717, Cleveland, Ohio 44114 (216) 696-8710
Tokyo	Mitsui Bussan Co., Ltd. 2-1, Otemachi 1-chome, Chiyoda-ku, Tokyo 285-1111

### **14. MITSUBISHI INTERNATIONAL CORP.**

New York	277 Park Avenue, New York, N.Y. 10017 (212) 922-3700
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## **Major Japanese Trading Companies with Offices in the United States and Japan—Continued**

Chicago	Suite 2100, John Hancock Center, 875 North Michigan Avenue, Chicago, Ill. 60611 (312) 266-5600
San Francisco	International Bldg., 601 California Street, San Francisco, Calif. 94108 (415) 981-1910
Los Angeles	875 N. Michigan Avenue, Suite 2100, Chicago, Ill. 60611 (312) 266-5600
Seattle	Rm. 2828, Seattle-First National Bank Bldg., 1001 Fourth Avenue, Seattle, Wash. 98154 (206) 682-0744
Portland	2300 First National Bank Tower, 1300 S.W. Fifth Avenue, Portland, Oreg. 97201 (503) 227-3271
Houston	3800 Two Houston Center, Houston, Tex. 77002 (713) 654-4474
Detroit	3000 Town Center, Suite 2040, Southfield, Mich. 48075 (313) 353-1220
Atlanta	2211 Gaslight Tower, 235 Peachtree Street, N.W., Atlanta, Ga. 30303 (404) 688-5600
Tokyo	Mitsubishi Corp. 3-1, 2-chome, Marunouchi, Chiyoda-ku, Tokyo 210-2121

## **Japan External Trade Organization**

Information on Japan can be obtained from the Japan External Trade Organization (JETRO), a nonprofit organization established to promote trade between Japan and other countries. JETRO produces many publications to help acquaint foreign business with Japanese industries, businesses, and culture. For further information about this organization or a list of its publications, contact the Japan Trade Center at the following addresses:

### **New York:**

McGraw-Hill Bldg., 44th Floor  
1221 Avenue of the Americas  
New York, N.Y. 10020  
Tel: (212) 997-0400

### **Chicago:**

230 N. Michigan Ave.  
Chicago, Ill. 60601  
Tel: (312) 726-4390

### **Los Angeles:**

Bank of America Tower  
24th Floor  
555 S. Flower Street  
Los Angeles, Calif. 90017  
Tel: (213) 626-5706

### **San Francisco:**

1737 Post Street  
San Francisco, Calif. 94115  
Tel: (415) 922-0234

### **Houston:**

1810 One Houston Center  
Houston, Tex. 77002  
Tel: (713) 759-9595

### **Dallas:**

2050 Stemmons Freeway  
Suite WTC 153  
Dallas, Tex. 75258  
Tel: (214) 651-0839

# Assistance for U.S. Exporters

The following list identifies those U.S. Government agencies that can provide various forms of assistance to U.S. exporters of fresh and processed fruits and vegetables. In addition, a partial list of air and sea carriers that service Japan is provided.

## U.S. Department of Agriculture

### Foreign Agricultural Service (FAS)

Deputy Director for Marketing  
Horticultural & Tropical Products Division, FAS  
Room 6603-S, U.S. Department of Agriculture  
Washington, D.C. 20250  
Tel: (202) 447-7931

... provides production and trade data on foreign markets and administers a variety of market development activities designed to assist U.S. fresh and processed fruit and vegetable exporters to promote their products in overseas markets. Numerous fruit and vegetable groups are represented in these programs. Another important area of activity is maintenance and improvement of foreign-market access for various products.

Director  
Export Trade Services Division, FAS  
Room 4945-S, U.S. Department of Agriculture  
Washington, D.C. 20250  
Tel: (202) 447-6343

... provides a full range of services for U.S. exporters of agricultural products, including the Trade Opportunity Referral Service (TORS), product testing, label clearance, taste testings in foreign countries, trade exhibits, food shows, and point-of-purchase promotions.

Agricultural Counselor  
American Embassy  
APO San Francisco 96503  
Tel: 583-7141

... assists in carrying out various promotional programs such as point-of-purchase and hotel food shows for new products as well as for those established on the market. The Counselor also maintains close contact with trade associations, the Japanese Ministry of Agriculture, Forestry, and Fisheries, and present and potential importers of agricultural products. He can advise exporters on Japanese import regulations, trade barriers, and food laws.

## Office of Transportation

Branch Chief  
Transportation and Packing Research Branch  
Office of Transportation, U.S. Department of Agriculture  
Room 210, Building 006, BARC West  
Beltsville, Md. 20705  
Tel: (301) 344-2815

... conducts research on the packaging, handling, and transporting of all classes of agricultural products.

Branch Chief  
International Transportation Services  
Office of Transportation, U.S. Department of Agriculture  
Room 1405, Auditors Building  
Washington, D.C. 20250  
Tel: (202) 447-7481

. . . assists exporters with cost and service problems; participates in programs to inform and stimulate dialog between shippers and carriers on major transportation issues; and coordinates marketing and research activities of government and export groups.

#### **Animal & Plant Health Inspection Service (APHIS)**

Staff Officer  
Export Section, Regulatory Support Staff  
Plant Protection and Quarantine Programs  
U.S. Department of Agriculture  
Hyattsville, Md. 20782  
Tel: (301) 436-8537

. . . provides guidance on foreign plant quarantine regulations, inspects fruit and vegetable shipments for export, and issues phytosanitary certificates to meet entry requirements of the importing country.

#### **Economics, Statistics, and Cooperatives Service (ESCS)**

Deputy Administrator for Cooperatives  
Economics, Statistics, and Cooperatives Services  
U.S. Department of Agriculture  
Room 550, GHI Building  
Washington, D.C. 20250  
Tel: (202) 447-8870

. . . concentrates on problems and opportunities unique to farmer cooperatives; conducts research studies analyzing export opportunities of cooperatives and the technical aspects of their export operations; and assists cooperatives, both individually and by group, to develop new export programs or improve existing programs.

#### **Science and Education Administration (SEA)**

Post Harvest Project Leader  
Fruit Research Laboratory  
SEA-AR  
1104 North Western Avenue  
Wenatchee, Wash. 98801  
Tel: (509) 662-4317

. . . conducts research on apples, pears, cherries and other tree fruits. Emphasizes research to reduce product losses and production costs, and to improve the handling, storage, and transportation of fresh products to markets.

**Laboratory Chief**  
Market Quality and Transportation Research Laboratory  
**SEA-AR**  
P.O. Box 8143  
Fresno, Calif. 93747  
Tel: (209) 487-5334

... conducts research on almonds and other nut crops, citrus, deciduous fruits and also postharvest research on fresh vegetables.

**Laboratory Chief**  
U.S. Horticultural Research Laboratory  
**SEA-AR**  
2120 Camden Road  
Orlando, Fla. 32803  
Tel: (305) 898-6791

... conducts research on citrus and subtropical fruits, and also postharvest research on fresh vegetables.

**Research Leader**  
Market Quality Research Laboratory  
**SEA-AR**  
P.O. Box 267  
Weslaco, Tex. 78596  
Tel: (512) 968-5533

... conducts research on quality maintenance, deterioration, and spoilage in fresh citrus and other subtropical fruits and vegetables during handling, storage, and transportation.

**Location Leader**  
European Marketing Research Center  
Marconistraat 38 b  
3029 AK Rotterdam, The Netherlands  
Tel: 010 76 55 38  
Telex: 26649 USARS NI

... conducts research on transport equipment and techniques, environmental control (refrigeration), and packing in shipping U.S. fruits, vegetables, grains, and meats to export markets.

## **U.S. Cargo Service to Japan**

### **SEA**

Director of Special Equipment  
American President Lines  
1950 Franklin Street  
Oakland, Calif. 94612  
Tel: (415) 271-8000

General Sales Manager  
Lykes Brothers Steamship Company  
300 Poydras Street  
New Orleans, La. 70130  
Tel: (504) 523-6611

Director of Special Commodities  
Sea-Land Service, Inc.  
General Office Building  
P.O. Box 1050  
Elizabeth, N.J. 07207  
Tel: (201) 289-6000

Director of Special Commodities Service  
United States Lines, Inc.  
One Broadway  
New York, N.Y. 10004  
Tel: (212) 344-5800

## AIR

Director of Market Development (FO6)  
Flying Tiger Line, Inc.  
7401 World Way West  
P.O. Box 92935  
Los Angeles, Calif. 90009  
Tel: (213) 646-3740

Air Freight Cargo Terminal  
Information Center  
Northwest Airlines  
Minneapolis St. Paul, Minn. 55111  
Tel: (612) 726-3021

Manager of Cargo Marketing  
Pan Am  
Dulles International Airport  
P.O. Box 17107  
Washington, D.C. 20041  
Tel: (800) 336-3790







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